

Chemist & Druggist

2 December 1972

THE NEWSWEEKLY FOR PHARMACY

PIONEER OF ANAESTHESIA

This statue commemorating Sir James Young Simpson (1811-1870) stands in Princes Street, Edinburgh. It was 125 years ago on November 4th 1847 in the dining room of his home in the Scottish capital that the anaesthetic properties of chloroform were first demonstrated. Simpson, who was not entirely satisfied with ether, first used a year before, became convinced of the practical value of chloroform and was the undisputed pioneer of its use in general surgery and childbirth.

His attention was drawn to the possibility of using chloroform by David Waldie, surgeon and chemist of Linlithgow 18 miles to the west of Edinburgh, and to him must go some of the credit.

The first quantities of chloroform used by Simpson were prepared by Duncan, Flockhart & Co. Other Edinburgh companies associated with the manufacture of chloroform in the early days were J. F. Macfarlan and T. & H. Smith. Today chloroform is of little importance as an anaesthetic, but the industrial demand for it as a solvent continues. A leading supplier of chloroform is Macfarlan Smith Ltd., thus maintaining an unbroken link over a century and a quarter.



MACFARLAN SMITH LTD

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ford Road, Greenford, Middlesex. Tel. 01-422 3434.



Rural gain for NPU Executive

Keeping medication records

Guild prepares new claim

Larodopa price reduction

*As from the 1st December, 1972
the trade price of Larodopa 500 mg. tablets
will be £6.56 for packings of 200.*



Further information is available on request from Roche Products Limited, 15 Manchester Square, London W1M 6AP.
Larodopa is the trade mark for Roche preparations containing (-)-3-(3,4-Dihydroxyphenyl)-L-alanine (levodopa)

J47053

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mmB

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England and of the Pharmaceutical Society of
Ireland

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David Dalglish describes his
prescription record system (see p848)

Chemists. If it was your mouth that was ulcerated, which gel would you choose?

Choline Salicylate.....8.7%
Cetalkonium
Chloride.....0.01%
Alcohol (95%).....39.0%
Menthol.....0.057%
Glycerin.....4.6%

Other well-known ulcer gel formula

Benzocaine.....2.0%
Sodium Ricinoleate.....0.1%
Chloroxylonol.....0.1%
Clove Oil.....0.1%
Myrrh.....0.1%
Glycerin.....10.0%
Carboxymethyl-
cellulose.....2.0%
Rectified Spirit
(90% Alcohol).....30.0%

Rinstead Gel formula

WELLCOME INSTITUTE LIBRARY	
Coll.	WelMOMec
Coll.	
No.	



White Laboratories Ltd.,
London, S.E.15.

Rural pharmacist elected to NPU Executive

Rural area pharmacists have a new voice on the National Pharmaceutical Union Executive with the election of Mr D. L. Coleman, Stalham, Norfolk, to represent Eastern division 3. The election follows the death of Mr R. H. Drain in September. Voting figures were:—

D. L. Coleman, Stalham	91
M. E. Q. James, Canvey Island	61
C. V. Hammond, Bishop's Stortford	29

Voting papers issued numbered 342; 186 were returned, of which 181 were valid. The return represented 54.4 per cent.

Mr Coleman told *C&D* on Monday that he hoped to represent the views of both rural pharmacy and the single-handed proprietor. In both cases, the form of practice tended to give the pharmacist a different outlook on problems from those with three or four pharmacies. For example, half-a-dozen pharmacies in an out-of-hours rota might involve 100 square miles in country areas.

However, Mr Coleman says he has sympathy with health centre and redevelopment problems in towns, through experience in his father's Norwich pharmacy. He has also a record of innovation, having established a second shop in his village for baby and beauty products in 1969 (*C&D* March 28, 1970, p442).

One pharmacist and his VAT campaign

"A victory for democracy", is how Mr C. J. Fell, FPS, Saffron Walden, Essex, describes the Treasury change of heart about treating purchase tax paid as a VAT input when the new tax is introduced in April 1973.

Mr Fell has conducted a persistent campaign of letters to the national Press throughout the planning stages of VAT—and in particular over recent months about the treatment of purchase tax—and he has been informed that his efforts were instrumental in altering the Chancellor's decision.

Mr Fell told *C&D* on Tuesday that he believed pressure by the National Pharmaceutical Union and organised industry had had little effect since it was addressed mainly to HM Customs & Excise, which could only operate within the brief given by the Government.

Mr Fell learned of his success from a Treasury MP, who contacted him on the evening of the Chancellor's statement. His reaction "To have this effect by privately raising hell through the papers is encouraging for anyone interested in democracy."

A letter from Mr Fell, praising the Chancellor's action was published in last week's *Economist*—but it asked Mr Barber

to make "the ultimate democratic gesture" by postponing the introduction of VAT until informed debate has determined the ideal form of the tax for the UK.

However, Mr Fell admitted to *C&D* that since the purchase tax decision, the pharmacist's vested interest and best be served by the introduction of VAT.

Nature of doctors inquiry announced

The independent committee of inquiry on the running of the medical profession which the Government decided to set up last week will have wide terms of reference.

It will "consider what changes need to be made in the existing provisions for the regulation of the medical profession; what functions should be assigned to the body charged with the responsibility for its regulation; and how that body should be

constituted to enable it to discharge its functions most effectively."

Sir Keith Joseph, Secretary of State for Social Services, announcing the decision in the Commons, said that he had kept in touch with the issues being discussed by a joint working party of representatives of the British Medical Association and the General Medical Council. But there were "still substantial differences of opinion on a number of questions" and it was evident that the discussions would not have been completed within the envisaged six months.

Sir Keith had thought it right not to wait any longer before establishing the inquiry because the functions of the GMC were "very much the concern not only of the medical profession, but of the public."

Fined for absence of DD entries

A 40 years old pharmacist was fined £220 on eight charges under the Dangerous Drugs Act at Thorne, Yorks court last week. Mr Aubrey Thomas James, Finkle Street, Thorne, pleaded guilty to two charges of failing to keep Dangerous Drugs in a locked receptacle and six charges of failing to make entries in the register. He also asked for 22 other offences to be considered.

Mr James was said to have told the police he had used a system of leaving drug records until he could put several on the register together.

Lilia-White prize presented

Mrs Susan Mann, the winner of the second section in the Lilia-White (Sales) Ltd national competition for Lil-let tampons was presented with her prize—a British Leyland mini—last week by Mr Norman Simpson, Lilia-White's sales director. The car was handed over at the chemist, Hugh Lloyd, 34 Market Place, Falloden Way, Hampstead Garden Suburb, London, NW11, where Mrs Mann purchased the pack for

her winning entry. Nearly 20,000 entries were received.

Mr Arthur H. Whitehead, MPS, who has been employed at the pharmacy for 20 years, was given a £100 cheque to be spent in "any way he chose for the benefit of the shop staff". He told *C&D*: "This is the first time we have won anything at the shop. It makes a pleasant change for an independent chemist to win a prize."



At the presentation (left to right): Mr Norman Simpson (sales director, Lilia-White), Mr Arthur Whitehead, Mrs Mann and Tony Fuller (Lil-let marketing executive, Lilia-White).

PATENT APPEAL: Judge criticises Hoechst

Opposition by Farbwerke Hoechst AG and their subsidiary Hoechst UK Ltd, to the grant of a compulsory licence of their patent for making the diuretic drug frusemide, to DDSA Pharmaceuticals Ltd, of London, has been dismissed, with £250 costs, by Mr Justice Whitford in the High Court.

The Hoechst companies, which sell the drug under the trade mark Lasix, appealed to the judge, sitting as a Patent Appeal Tribunal, against the licence grant by the Superintending Examiner of the Patent Office on September 7, 1971.

The judge, in a reserved decision, said Hoechst first contended that no licence should have been granted, but that, if a licence was granted, it should contain new terms and some of the decided terms should be varied. They also claimed the royalty was too low. Lasix sales were an important part of Hoechst business. Sales to hospitals started in 1963 and were a success.

DDSA could be regarded as a "one-man" company—Dr Solomon—and Hoechst's objections to the licence were centred on his personality. Dr Solomon owned 1,999 of the 2,000 shares in Chelsea Drug Co, Ltd, which virtually owned DDSA. Hoechst called Dr Solomon "a professional applicant for compulsory licences" which was not intended to be complimentary.

When voluntarily seeking a licence from Hoechst, DDSA, offered a royalty of 20 per cent of Hoechst's net selling price, which was refused. Dr Solomon intended to sell at 75 per cent of the Hoechst price.

Hoechst said they did not want a drug which was 85 per cent of their market being sold by a man they considered unsatisfactory in every way. "In putting forward

their case for total refusal upon the ground of irresponsibility, Hoechst have acted lamentably," said the judge. Their case should have been properly pleaded to enable Dr Solomon to meet the matters raised. The question of irresponsibility was dropped before the superintending examiner.

Hoechst had raised questions of company structure, organisation and finance. They also said, "as it suits Dr Solomon's book, so does he swear". On both charges Hoechst had not even begun to make out a *prima facie* case to "establish this very grave charge".

There was no good reason why the licence should not be issued, but it should be varied to order that the tablets should bear DDSA or a distinctive brand name.

The royalty figure of the superintending examiner was based on sales at 20 per cent below the patentee's price and fixed at 27 per cent, but as the drug would be sold at 25 per cent below the Hoechst price, the royalty should be 29 per cent, and the licence varied accordingly.

New Polaroid camera — a 12-month wait

The revolutionary Polaroid SX-70 camera and film system introduced to Southern Florida retailers by Polaroid Corporation in October will not be available in the UK market for at least a year.

The new system, to be launched nationally in the US early in 1973, produces a colour picture that develops outside the camera. The camera when closed, is the size of a "paperback book".

The SX-70 camera is a folding single



lens reflex, electronically controlled with a new four-element lens capable of focusing from 10.2in. It is virtually automatic; the user composes and focuses the picture and then presses the red, electric, shutter button.

The developing picture emerges from the camera less than two seconds later. The film is in a slim, flat pack containing 10 film units.

Each film is automatically ejected from the camera, hard and dry, 1.5 seconds after the user pushes the electric shutter button.

As the exposed film unit is driven from the camera, the pictures area is turquoise. Within moments, the colour image begins to emerge even in the brightest light. The viewer can watch the image materialise. There is no need to time the development. No parts of the film need be discarded.

No price for the camera has been established but in the States the suggested price is \$180.

To manufacture the new self-processing SX-70 negative in high volume, Polaroid have constructed a new £40,000,000 plant.

Medical care in developing countries

Ways and means of spreading medical resources so that they are available to the maximum number of people in the developing countries are discussed in the latest OHE booklet, *Medical Care in Developing Countries*.

The booklet mentions that well over half of the current medical care expenditure of about £1 per person per year in the developing countries is spent on sophisticated treatment available only to a minority. In particular very expensive prestige hospitals in capital cities leave the basic causes of ill health in the mass of the population untouched.

Irish benevolent fund dance

The Benevolent Fund Dance of the Pharmaceutical Society of Ireland is being held in the Shelbourne Hotel, Dublin, on Tuesday, December 5, 10 pm-3 am.

Tickets (£3.30 each) are available from the Committee secretaries at 18 Shrewsbury Road, Ballsbridge, Dublin 4.



Mr R. V. Campbell, MPSNI, studies a portrait of himself which was presented to him at a dinner following a ceremony at which he received the freedom of the borough of Bangor co Down. Mr Campbell, who owns two pharmacies in Bangor, is a former mayor of the town

Hospital Guild working on new salary claims

Mr G. Raine reported progress towards preparing a claim for improved salaries for hospital pharmacists at a Guild of Hospital Pharmacists Council meeting on November 11. It was agreed that the Department of Health be asked to give a decision on which body would be responsible for negotiating pharmacists' salaries for posts designated under reorganised Health Service. An indication of when those negotiations could commence would also be sought.

Council members were asked to contribute information which would allow the salaries committee and the staff side of the Whitley Council to prepare a claim document by January for both present salaries and salaries for the 1974 posts.

The council expressed concern that management arrangements under reorganisation were being proposed at local level and that pharmacists should make sure that all arrangements agreed would not conflict with the policy laid down and so far agreed with the Department of Health.

It was agreed to supply district members with copies of the Guild's policy statement so that when called upon to give advice they could inform the various local committees of this policy.

The council discussed the document prepared by the Department's pharmaceutical division on the pharmacy advisory measures for 1974 and agreed that the paper prepared by the Pharmaceutical Society on this subject should be used as a basis for the Guild's policy. The Department would be informed of any divergence the Guild may have from this Paper.

The weekend school in 1973 was to be held at Kings College, Old Aberdeen, on March 30 to April 1. The fee was fixed at £16.50 and application forms and programme would be available shortly.

The day conference would be held on Saturday, May 19, 1973, at Bedford College, London. The general meeting of the Guild would be held on the same day.

Mr Arthur Marston, former group chief pharmacist at United Birmingham Hospital, was to be made an honorary member of the Guild.

Government to keep eye on Christmas packages

Mr P. Rose asked the Secretary for Trade and Industry, on Monday if he would take action to prevent sudden price increases being passed on to the consumer by means of special Christmas packages.

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, replied "the general principle is that a minor modification to a product does not remove it from the operation of the prices standstill. My

department will scrutinise particular cases closely in the light of this principle."

Following this announcement there was confusion as to whether the price of Christmas coffrets could be greater than the combined price of the items.

The Department of Trade and Industry's pricing unit told *C&D* that if the goods were bought before the freeze started (November 6) there would be no objection to a charge for the package. In fact if delivery were taken later than that date they did not think any objection would be taken because the customer could always buy the items singly if he objected to paying a charge for the container.

However if the "Special Christmas package" consisted only of a sleeve or other "minor modification" (as Sir Geoffrey Howe put it) and the price charged was substantially higher in consequence then the Department would take a different view.

Special insurance for pharmaceutical makers

A special policy providing cover for legal liability arising out of the supply of pharmaceuticals and other related products has been produced by Fenchurch Group Brokers Ltd, in conjunction with Sun Alliance and London Insurance Group, Sun Alliance and London will lead the underwriting of the scheme in which

a number of insurers will participate. Initial indemnity limits of up to £500,000 have been arranged.

The new facility is designed to protect manufacturers and distributors of pharmaceuticals, cosmetics, veterinary products and other medicinal or chemical compounds. The scheme includes cover for claims arising out of defects in design formula or specification, unlike, it is understood, many products liability policies. The policy will also provide indemnity for legal liability for consequential loss claims by any customer of the insured following loss of practice, custom, or trade arising directly out of accidental injury or accidental damage to property caused by the product.

The policy also provides indemnity for legal liability arising from errors or omissions in instructions for use and incorrect packaging in connection with products supplied causing accidental injury or accidental damage to property.

Commenting on the scheme, Mr John Cuthbert, a director of Fenchurch Group Brokers, said: "In spite of the valuable work done by the Committee on Safety of Medicines, a problem remains in the insurance market in providing cover for legal liability arising out of the supply of pharmaceutical and other related products.

Reciprocity brings in more locums

The reciprocity arrangements for pharmacists registered in Australia and New Zealand which permitted them to practise in Britain again (subject to certain requirements) from the beginning of last year led to an increase in the numbers of locums available states the annual report of the National Pharmaceutical Union for 1971.

The report says that there were very few times during the year when supply and demand of locums were in balance—shortage of employment for locums in the quiet months; shortage of locums in the busy periods.



Lesley Thornton (centre) who is employed at Ross Chemist, 68 Ormande Street, Sunderland, was winner of the nationwide Richardson-Merrell's Clearasil competition. Among her prizes was a £250 spending spree at Miss Selfridge. She is pictured here at the store's beauty bar with make-up girl Barbara James (left) and cosmetic consultant Hilary Lubin. Second prize in the competition went to dispensing assistant Lesley Boon who is employed by N. J. Phelan, Walton, Stone, Staffs.

Company News

Sangers good first half — and better to come

Sangers Ltd made a profit, before tax of £744,000 on a turnover of £18.18m in the half year ended August 31. The corresponding figures in 1971 were £541,000 and £15.22m respectively.

The net profit was £446,000 (against £325,000). The directors state that since the end of the half year, turnover has continued to show a satisfactory increase and subject to unforeseen circumstances it is expected that the profits for the second six months to February 28, 1973, will exceed those of the first six months.

As in the past years an Ordinary dividend will be recommended when the accounts for the whole year are completed. They advise that stockholders can expect a "substantially greater distribution than previously, subject to Government legislation".

City sundriesman to be wound-up

Creditors of John Harrington (Ludgate Hill) Ltd, dealers in chemists' sundries and perfumes, formerly of Ludgate Hill, London EC4 meeting last week in London were

Advertiser's announcement

told that the business was originally a partnership which commenced in July 1968 with Mrs Estelle Grossman and Mr John Alfred Muscat as partners.

The opinion was expressed that certain payments possibly constituted undue preference and would be a matter for investigation during the course of the liquidation of the company. Assets comprised cash totalling £1,200 against which creditors were owed £4,690.

After discussion creditors resolved to confirm the voluntary winding-up of the company with Mr Ronald P. Booth, FCA, of Booth White & Co, 1 Wardrobe Place, Carter Lane, London EC4, as liquidator.

ICI growth held in third quarter

Group profit, before tax and investment grants, of Imperial Chemical Industries Ltd in the third quarter was £41m compared with £23m in the same period of 1971. Group sales amounted to £418m (against £388m) bringing the total for 9 months to £1,247m (£1,136m) of which £578m (£529m) went to the home market.

The director says that group profits in the third quarter have maintained the momentum reflected in the second quarter. They include a credit of £4m on the overseas currency figures at the floating rates

Bayer sales and profits rise

Worldwide sales of Bayer AG in the first nine months of the year totalled DM8,965m or 9.6 per cent more than in the equivalent period of 1971.

Profits before tax at DM662m were up 23 per cent.

The parent company achieved an improvement in sales of 7.2 per cent to DM5,020m. Exports, which accounted for 56.2 per cent (55 per cent) of the total, were up by 9.5 per cent.

The chairman, Dr Kurt Hansen states that next year the parent company investment in fixed assets will be about DM600m, against this year's DM530m. Over the 1972-76 period the parent company plans to invest about DM3,300m, the foreign subsidiaries DM2,100m and the domestic subsidiaries DM1,600m.

Discharge application

An application for discharge from a 1957 receiving order by a former cosmetic manufacturer was adjourned at London bankruptcy court recently. He is Solomon Wilenitz, formerly trading at 8 Cirencester Street, London W2, and 578 Old Ford Road, E3. Now aged 56 and living on a disablement pension, he has estimated debts of £1,066 and assets of £5. He obtained a degree in chemistry in 1940. He attributed his failure to insufficient demand for his products and to a bad debt.

Odex Racasan's profit up

Odex Racasan Ltd had a group profit of £236,000 before tax on sales of £1.84m in the six months ended September 30. In 1971 the corresponding figures were £178,700 and £201,300 respectively. The directors say that under normal circumstances this would justify an increase in the interim dividend; but this is having to be held unchanged from last year, at 2.3p per share, because of government requirements.

Briefly

A. J. Seward & Co Ltd have acquired the assets of John Ware Pharmaceuticals. Seward is a member of the United Africa Group and has substantial pharmaceutical interests in Africa. The acquisition will provide an enlarged manufacturing base for standard tablets, capsules, and other products sold by the group.

Unilever Ltd and Unilever NV's combined profits increased from £52.5m to £61.7m in the third quarter of 1972. Unilever Ltd's share of the third quarter figure was £25.3m against £21.6m.

Management Studies Centre Ltd are moving their offices to Assets House, Elverton Street, London SW1P 2QH (telephone: 01-834 9171) on December 18.

Mitchum-Thayer Ltd's address for all correspondence is now 86 Brook Street, London, W1Y 2BA.

Empire Stores (Produce) Ltd and subsidiaries have been acquired by Hills London Shops Ltd.

SANGERS LIMITED

(Wholesale Chemists)

Interim Statement

The Directors of Sangers Limited announce that the Consolidated Results (unaudited) of the Group for the half year ended 31st August, 1972 are as shown below. Figures for the previous year are added for comparison.

	Half Year to 31/8/72 £	Half Year to 31/8/71 £	Full Year to 28/2/72 £
Turnover	18,183,000	15,219,000	31,259,000
Profit before Taxation	744,000	541,000	1,215,000
Corporation Tax	298,000	216,000	495,000
Net Profit	446,000	325,000	720,000
Gross Dividend on Preference Stock	19,000	19,000	38,000
Profit available for Ordinary Stockholders of Sangers Limited	427,000	306,000	682,000
Earnings Per Share	7.38p	5.29p	11.78p

Turnover has increased by 19 per cent and profit before taxation by 37½ per cent.

Since the end of the half year turnover has continued to show a satisfactory increase and subject to unforeseen circumstances it is expected that the profits for the second six months to 28th February, 1973 will exceed those of the first six months shown above.

As in past years an Ordinary Dividend will be recommended when the Accounts for the whole year are completed. Stockholders can expect a substantially greater distribution than previously, subject to Government legislation.

Appointments

Import Brothers Ltd have appointed Mr Edley C. Bryers, their export manager.

Pistol-Myers' products division have appointed Mr Gerald Beddal their group product manager.

Wellcome Foundation Ltd have appointed Mr D K. Klingenschmidt, chief executive South and Central Africa. He joins the foundation on January 1, 1973.

Watson Group of companies have appointed Mr J. R. B. Gould financial controller in succession to Mr D. Hollis who has retired. Mr J. C. Savin (29) has been appointed management services manager with responsibility for the group's computer systems.

Wellair Cosmetics Ltd: Mr Richard Berwick has been appointed national sales manager. He succeeds Mr Laurie Inman who has been appointed to the newly created position of sales promotion and development manager.

Mennen (UK) Ltd have appointed Mr Michael Lefort special services manager. Mr Lefort who recently returned to England after five years service with Mennen Canada, will be responsible for new business development within the company.

Bell & Howell: Mr Gerald E. A. Perutz, chief executive of Bell & Howell Europe and managing director of Bell & Howell Ltd, has been elected a corporate vice-president of Bell & Howell Co of Chicago, Illinois. He is the first executive based in Europe to become an officer of the parent company.

W.B. Pharmaceuticals Ltd have appointed Mr J. Hayes, BPharm, MPS, manager—medical and technical services. The following medical representatives have now been appointed: Messrs J. C. Hartley (covering North-west London); B. E. Blacklee (Kent); R. T. Parker (South Essex) and G. I. Metcalfe (Manchester area).

Taylor Nelson & Associates, market research consultants have appointed Mr Roger Brice a senior project director in their pharmaceutical division. He was previously with the North-west Metropolitan Regional Hospital Board in charge of statistical and information services.

Mr Norman A. Brick, the general manager of the European Region within the Eastman Kodak International photographic division, has been elected a vice-president of the Eastman Kodak Co, Rochester, USA. Mr Brick, who was formerly chairman and managing director of Kodak Ltd before relinquishing these posts to take up his present appointment in 1971, started his career with Kodak in 1933 as an operator at the company's Harrow factory.

Topical reflections

BY XRAYSER

Our future

With Britain's entry into the Common Market now imminent, it is necessary to learn all we can about the practice of pharmacy in the countries with which we are to be closely associated. An opportunity to learn something of the conditions obtaining in those countries geographically closest, namely France and Belgium, was presented at the Chiltern regional conference at Slough on November 16, when addresses were given by Messrs Jean Brudon and Edward van Vré.

Geographically, we are frequently reminded, Britain is really part of Europe, but pharmaceutically the distance seems to be the breadth of the Atlantic rather than the width of the English Channel (if that description is still acceptable). It is clear from what Mr Brudon had to say about pharmacy in France, that there is little in common between what he described and what we see around us, and on several visits to that country during which I have made a fairly close examination of the conditions, I have no reason to doubt his assertion that the present state of pharmacy there is one of the most satisfactory in the world.

It is of interest that a list of limitations of the range of goods which may be sold in the pharmacy was published in 1943 at a time of German occupation and one wonders whether that list was drawn up by French pharmacists themselves or was imposed by the occupying authorities to conform to what was then German practice. If the latter is the case, it is ironical that the first dilution of pure pharmacy in Germany appeared in the American zone.

Meantime, as we "progress" in this country, pharmacy in its diversification is faced with cut-price chemist chains and supermarkets in which so-called traditional goods are being offered at less than cost.

To compete is an impossibility, and pharmacy's future surely lies in an endeavour to make itself independent of many of the sidelines and by a gradual return to professional practice such as that described at Slough. It will be a long and difficult struggle, but it must be faced. At present we are off the track and heading for disaster.

Steroids

I had not realised that just across another strip of water, the Irish Sea, it was permissible to purchase steroid topical ointments without prescription. It seems that a physician in Cork, who has seen undesirable results from too free a use of such ointments and creams, has written to the Pharmaceutical Society of Ireland stating that he thinks that those highly-complex steroids should be available only on prescription. The doctor politely asked the Society's views on the matter, and from your report I gather that the Society thinks that the case will be met by issuing a caution.

The Society may yet consider an approach to the medical profession so that joint talks may take place to find out whether, in the public interest, there should not be some form of control. An opportunity has been offered by the Cork physician for professional co-operation and I think it should be explored by a joint inquiry.

Deaths

Hassard—On November 19, Mr William Albert Hassard, MPSNI, Ard-Lee, Grange, Newtownstewart, co Tyrone. Mr Hassard qualified in 1948, being awarded the Pharmaceutical Society of Northern Ireland gold medal. He entered business in Main Street, Newtownstewart, where he carried on the pharmacy of T. Hassard Ltd until the time of his death.

Williams: On November 21, Mr A. E. Williams, 8 Hatherley Gardens, London. E6, aged 76. Mr Williams joined H. & T. Kirby & Co Ltd in 1926 as what was then known as a "commercial traveller", and for over forty years visited chemists in various parts of London and East Anglia.

A colleague writes: Mr Williams was a great character, an old style salesman whose clients became his friends. He will be well remembered by many.

New products and packs

Cosmetics and toiletries

Christmas 'bird' launch

Cussons have introduced a new range of talcum powders called Baby Bird aimed at the teens and twenties market. The talcs are presented in cylindrical containers, banded at the neck in a choice of four colour combinations and are called Wood-lark, Night Owl, Pied Piper and Cool Chick (£0.32). The talcs come in pale pastel shades, each with its own fragrance. They are available in a coloured dispenser holding one dozen assorted talcs (Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL).

Look Pretty Natural

Pretty Naturals from Angel Face is a new makeup collection consisting of three products, each with a moisturised formula. They are Make-Up Mousse (£0.36) a lightly covering make up that comes in five shades; Cream Blusher (£0.45) which come in four shades all slightly pearlescent, presented in a mirrored compact; and Lipstick (£0.32) with a glossy formula in four shades. The colourful counter dispenser holds three of each shade of the items in the Pretty Naturals range including lipstick testers (Chesbrough-Pond's Ltd, Victoria Road, Willesden, London NW10 6NA).

Greaseless moisturiser

Estee Lauder Performance Creme (£6.75) is a new moisturiser which, say the manufacturers, permits the skin to breathe and increases its capacity to retain moisture as well as protecting it from air pollution. Recommended for use under makeup and night cream, Performance Creme is packaged in a 1½oz white jar with gold/white cap. Available from mid-January (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1X 0BH).

Slimming aid

Muesli in bar form

Fisons Ltd have added a new type of meal replacement to their Bisks range, the Bisks Muesli bar (£0.17) which is made in Switzerland. The manufacturers say only natural ingredients are used plus added vitamins. The new product is available in single meals packs and is delivered in a display outer containing 24 units (Fisons Ltd, Pharmaceutical Division, Harvest House, Felixstowe, Suffolk).

Electrical

Adaptable shaver

The Combina travelling set (£9.20) is a new Swiss shaver with a trimmer, oil bottle and zip pouch. The shaver has a rhodium-plated foil and the head is said to be



designed "to deal with extremely tough whiskers in comfort". This shaver is also incorporated into a "family set", converting the shaver into two other appliances, a hairclipper set, and a five-piece massage set. The massage heads cope with scalp massage, body massage, and cosmetic application and skin massage. The "family set" (£15.30), and both types are also Dual Volt, with the accessories able to be added separately to the travelling set. (Gordon Miller Ltd, 10 Stafford Road, Wallington, Surrey).

For the hair

Musical chore

Most children dislike having their hair brushed, so Jackel turns a chore into fun by the Tommee Tippee musical hairbrush (£0.39). It comes in three colours, blue, orange and sunshine yellow, and has very soft nylon bristles to care for fine hair and is packaged for maximum impact, (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

New look for Royal Sweden

Royal Sweden have redesigned their hairbrushes, their packaging and reduced their number of brush styles to the four basic shapes. These are the Semi-Radial which is recommended for short, curly or layered hair; the Ballerina suitable for short/medium length straight hair; the Twist recommended for long and curly styles and the Club, for straight hair. Royal Sweden also offer the Club hairbrush boxed for men. These brushes are available in either a mixture filling of synthetic fibre/bristle set into birch wood or pure bristle set into elm wood, priced at £1.35 or £2.50 (Jackel & Co Ltd, 56 Wigmore Street, London W1).



Sundries

Anti-flea dog tag

Latest addition to the range of Shell consumer products is the Shellgard anti-flea tag, designed to keep small dogs free from fleas. The tag works on the principle of controlled release of Shell Vapona insecticide, releasing minute quantities over a period of at least eight weeks. It is distributed by Sherleys on behalf of Shellstar Ltd (Sherleys Ltd, Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey).

Choc drops for dogs

Phillips Yeast Products have introduced Vetzyme Choc Drops (£0.7) to their range of products for dogs. These choc drops are vitamised and are available in 2 oz bags. They are packed in outers of 18. The company also make a range of dog chews in four flavours: aniseed, mint, chocolate and beef which are individually packed on a skin-wrapped card (£0.15). Cards are packed three dozen to an outer (Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX).

Oral hygiene

Cordless toothbrush

The cordless, rechargeable Touch-Tronic toothbrush by Water Pik (£12.50) is supplied complete with six colour-coded brushes and recharge stand with storage points for brushes.

Main features are automatic start when correct pressure is applied to the teeth, elliptical action, induction charging system, ease of operation and a five-year graduated warranty (Teledyne AquaTec UK, Alexandra Street, Hyde, Cheshire SK14 1DY).

Trade News

Foam absorbency

A polyether foam, Drakaphyllic, that absorbs moisture on contact and that is claimed to retain more than 30 times its own weight in liquid has been introduced by Draka Foam Ltd, Dinting Lodge Industrial Estate, Glossop, Derbyshire.

The manufacturer's explain that normal plastic foam only absorbs liquid by suction or when the material is already damp, but liquid dropped onto Drakaphyllic "immediately soaks into the material."

Suitable for sterilisation, the plastic foam has applications as mattress covers for incontinent patients, tampons, babies' nappies, surgical swabs, wound and burn dressings and other uses where its moisture absorbent qualities coupled with its body consistency are claimed to give advantages over existing materials. Made to a density of 2lb/cubic foot the material should not shred or break down in use.

Ovran price in Eire

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH, have increased the price of Ovran in Eire. The price to the trade will be £0.30 and the retail price £0.45.

Oleo resin supplies

H. E. Daniel Ltd, Longfield Road, Tunbridge Wells, Kent, state that they are favourably placed to offer oleo resins competitively. Of particular interest to the manufacturing chemist is capsicum for which they can offer the following BPC formulas—1923, 1949, 1959 and 1968.

Kodak prices

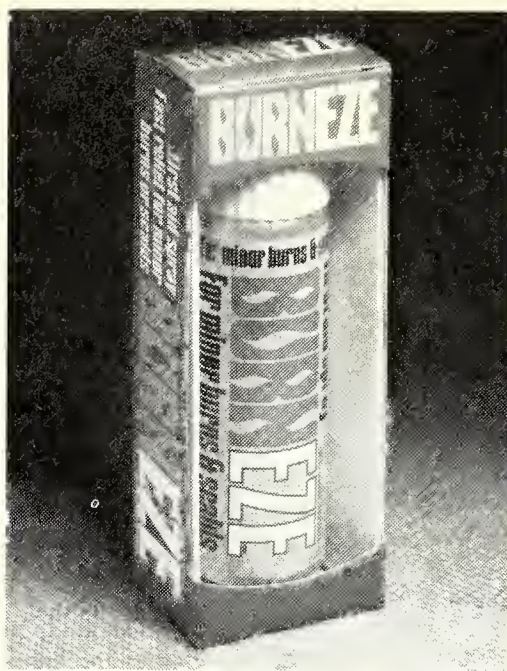
In a letter to customers Kodak Ltd, Hemel Hempstead, Herts, have confirmed that all price increases for goods and services already scheduled to become effective in the UK on or after November 6, 1972, have been cancelled.

Stomahesive on EC10

Stomahesive, a plaster for peristomal skin protection, from E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex, is available on EC10 prescription from the beginning of December. The product was described in *C&D*, April 1, p455.

Hollister products distribution

As from January 1 1973 all Hollister products previously supplied by Chas F Thackray Ltd, including Indent-A-Band, Cord Clamps, U-Bags, and Plastibell, will be available only direct from Abbott Laboratories Ltd, Queenborough, Kent. The range of Hollister ostomy products has, since its introduction in spring 1971, been supplied by Abbott. This latest move is a rationalisation of supplies and distribution of the total Hollister range.



Burneze from Potter & Clarke, 9 Wellesley Road, Croydon, is now packed in an individual window display box. The can inside is printed in one colour with white and yellow lettering.

New presentation

Get Set hairspray from Alberto-Culver Co, Culver House, 44 Newington Causeway, London SE1 6DX, now has a redesigned can for the giant size 303gm pack and also the 150gm standard size. The standard size, which was previously packed in a 6oz can with 120gm fill, has been upgraded to an 8oz can with 150gm fill.

Sole distributors

Farillon Ltd, Romford, have been appointed sole distributors by Ethichem Ltd, 139 St James' Drive, London SW17, for their concentrated Witch Hazel preparations Witch Doctor and Witch Stik, which are now available in new improved formulations and display packs of 1 dozen. The prices remain at £0.19 and £0.29 respectively.

Discontinued item

Indocid capsules 25 mg 30 pack of Merck Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts have been discontinued.

Thru Gel withdrawn

Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leicestershire LE11 1EP, have withdrawn Thru Gel from the market. Thru Liquid will continue to be available.

Bonus offers

Gordon Miller Ltd, 10 Stafford Road, Wallington, Surrey. Dealers ordering one Smart Set or one Ultimate electric razor with a Combina family set or travelling set may purchase one R13 electronic for £8.50.

Varta Batteries Ltd, Hanger Lane, London W5 1EH. Varta batteries. 10 disposable torches free with each order worth £50.

Prescription specialities

ADMUNE-MONO vaccine

Manufacturer BDH Pharmaceuticals Ltd, Birkbeck Street, London E2

Description Monovalent inactivated influenza virus vaccine containing in 1ml 600IU of A/England/42/72, suspended in buffered saline solution with 0.013 per cent thiomersal

Indications Influenza prophylaxis

Contraindications Sensitivity to egg or viral protein

Dosage Adults and children over 12 years of age: 1ml. Children 5 to 12 years: 0.5ml by deep subcutaneous or intramuscular injection

Storage Between 2° and 10°C, must not be frozen, protect from light

Packs Ampoules of 1ml (£0.70 trade) and multidose 10ml vial (£5.38)

Issued November 1972

NYSTATIN-DOME ointment

Manufacturer Dome Laboratories division of Miles Laboratories Ltd, Stoke Court, Stoke Poges, Slough, Bucks

Description Yellow ointment containing nystatin 100,000 units/g in a water-repellent petrolatum base

Indications Susceptible fungal infections of the skin, especially those due to monilial (*Candida albicans*) organisms

Contraindications Known sensitivity to any of the ingredients

Method of use Apply to the affected area two or three times daily. Continue applications for one week after lesions have healed

Precautions If new infections appear, institute appropriate therapy and if irritation appears, discontinue medication. Keep away from eyes

Storage In a cool place, shelf life 1½ years

Packs Tubes of 15g (£0.40 trade) and 30g (£0.75)

Supply restrictions TSA

Issued December 1, 1972

PROSTIN E₂ injection

Manufacturer Upjohn Ltd, Fleming Way, Crawley, Sussex

Description Ampoules containing an ethanolic solution of prostaglandin E₂ (dinoprostone) 1mg/ml. Ampoules of diluent containing 18ml normal saline and 0.9 per cent benzyl alcohol

Indications Induction of labour, therapeutic termination of pregnancy, foetal death in utero, missed abortion and hydatidiform mole

Dosage, etc See literature

Storage The alcoholic solution should be kept refrigerated, when it is stable for 12 months at 4°C. Prostin E₂ is sensitive to acid, alkali or heat

Packs 0.75ml ampoule (£3.19 trade), 5ml ampoule (£7.07) and 2ml ampoule plus diluent (£5.52)

Supply restrictions On prescription only and confined to hospitals with specialist obstetric and gynaecological units.

Issued November 1972

**Bright new packaging.
Handy new size.
Good old Angiers.**



Generations of caring mothers have chosen Angiers for their children. Now you can offer them a new handy pack containing 16 tablets, slim and convenient, a size that research* suggests mothers need.

More mothers than ever before are choosing Angiers the name you can recommend with confidence.

So stock up and display Angiers the brand leader with a proven record.

Good old Angiers.

A BRISTOL-MYERS PRODUCT

Promotions

Paddi Pad brochure

An eight-page colour brochure on Paddi Pad disposable nappies made by Robinsons, are now included in Bounty Bag gift bags. The company say they are the only participants in their field to be included in the scheme (Robinsons & Sons Ltd, Wheat Bridge Mills, Chesterfield).

Kettle descaler campaign

The Kleenoff Co have launched new advertising campaigns in support of their cooker cleaner and Kay-Dee kettle descaler. *Woman's Own*, *Woman's Realm*, *Woman's Weekly*, *Family Circle* and *House and Garden* are being used to promote Kleenoff cooker cleaner with the slogan "Whatever way you clean, we've got the right pack". The promotion will run until July 1973 (Kleenoff Co Ltd, Crawley, Sussex).

Sample offer success

More than 37,000 readers took advantage of the Merrydown Martlet cider vinegar sampling offer in the September issue of *Woman & Home* said a spokesman for Merrydown. Special recipes using cider vinegar were published by *Woman & Home* in support of the offer, whereby readers received a voucher for a free 13oz bottle in exchange for sending in a coupon.

The company report a considerable increase in sales since the offer began and, as the next step in their campaign, they plan a series of cider vinegar advertisements in *Good Housekeeping*, *She* and various trade journals over the next six months. These advertisements incorporate

the heading "Golden rule for slim good health" and will highlight the benefits of cider vinegar as a slimming aid.

Similar advertisements are planned in the New Year for Honegar, the Martlet blend of honey and cider vinegar which the company recommend for the relief of asthma, hay fever and arthritis (Merrydown Wine Co Ltd, Horam Manor, Heathfield, Sussex).

Co-op cuts the cost

For the first time most of the 530 Co-op pharmacies will be taking part in a nationally advertised campaign featuring a variety of special offers. Additional campaign lines will be highlighted in window and store displays. The price offers will continue until December 30 and the total campaign is advertised on television plus double-page spreads and full-pages in the *Daily Mirror*, *The Sun*, *Daily Mail*, *Daily Express*, *Weekend*, *TV Times* as well as colour pages in women's magazines.

The principle objective, said a spokesman, is to reduce the strain on family budgets.

Angel Face use actress

The launch of the new Angel Face Pretty Naturals collection was supported by a six-page, full-colour, editorial-style feature in the November 1 issue of *Vogue* and whole-page colour advertisements will be seen in other fashion magazines aimed at women under 24. Photographs of Sian Houston, the young actress who is featured in advertisements for Pretty Naturals, also forms the backboard of the counter dispenser for the range (Chesebrough-Pond's Ltd, Victoria Road, Willesden Road, London NW10 6NA).

Pairs for 1973

For sale on January 1, 1973, Helena Rubinstein offers four "beauty pairs". Beauty overnight cream (£1.65) with free deep cleanser; herbal skin tonic (£1.35) with free Silk beauty washing grains; Skin Dew emulsion (£1.40) with free Silk fashion coverfluid; Skin Dew emulsion (£0.85) with free Silk fashion minute make-up compact special. Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN.

A new symbol

Reckitt & Colman Pharmaceutical Division have recently introduced a symbol to describe visually their "natural anthrone" laxative Senokot.

This follows from recent research into the mode of action of Senokot from which

it was concluded that the product's colon-specific action was due to a natural sugar "protection" on the molecule. The sugar component prevents activity in the stomach and small intestine, but is split off by bacterial action in the colon, releasing the active anthrone. It is also the sugar protection advantage that makes Senokot water soluble—a property not shared by the synthetic ingredient 1, 8-dihydroxy-anthraquinone.

Intended to protect the natural vegetable origins of the plant the symbol is normally printed in green to emphasise this point. Other important associations are the protective properties symbolised by the leaves surrounding the active ingredient (anthrones) and an allusive link between the colon punctuation mark and Senokot's colon-specific action.

The symbol is intended to remind pharmacists involved with giving occasional advice on laxative usage of the desirability of a colon-specific action when faced with a choice of laxatives.



Hedex winter build-up

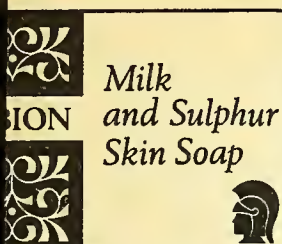
An advertising campaign broke this week for Hedex Seltzer, the new brand from Sterling Health Products. Using 30-second television commercials, backed by a national press campaign, Hedex Seltzer will be heavily supported in the weeks leading up to Christmas.

These lemon-flavoured granules, say the makers, dissolve in water faster than other Seltzer products and will effectively relieve headaches and upset stomachs. And, like its parent brand Hedex, the new product contains paracetamol. It is available in unit cartons (£0.15) with each carton containing four sachets. Each of these 5g adult dose sachets contains 1g paracetamol, 60mg caffeine, 1.54 sodium bicarbonate and 1.24g anhydrous citric acid (Sterling Health Products, 2 St Mark Hill, Surbiton, Surrey KT6 4PH).

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alka Seltzer: All areas
Alpine Spring (bath additive): So
Askit powders: So, G
Beechams powders: All except E
Buttercup syrup: M, Lc, Y
Close Up: All except E
Faberge: All except E, CI
Falcon: Ln, M, A
Gillette G2: All except E
Gillette Techmatic: All except E
Hedex Seltzer: All except A, U, G, E
Lux soap: All except E
Menthalin: All except E
Old Spice: All areas
Oriental Spice: So
Philips-Philishave: All except E, CI
Remington electric shaver: All except E
Sandrine: All except E, CI
Sunsilk hairspray: All except E
Sunsilk shampoo: All except E
Tabac: Ln, Y, NE
Three Wishes: All except E
Tom Caxton home brew: Ln, M, Y, WW, So, NE, A, We, B, E, CI
Vicks Sinex: All except U



NEW PACK
9 p RETAIL
NOW BEING NATIONALLY ADVERTISED

Chemist & Druggist

Simple rules for rapid price checking.
Look under 'This week's changes.' If the price is not listed... 2. Check cumulative section. If the price is not listed... 3. Refer to the last main list. The price is still correct.

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price is subject to resale price advance. Italic figures (0.14) is manufacturer's recommended price. Upright (0.14) is a suggested guide. a=Price advanced. r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

Price Service

Cumulative amendments to December Quarterly Price List

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
05 BTD)				CHIRONPLAST (387 DBMP)				ENERGOVITAL (1251 TTC)			
ation	1.535dz	0.385dz	0.20	adhesive strapping				royal jelly tablets 10	0.40	..	0.60
(325 C-A)				1/2in x 2 1/2yd 10	0.07			EPHAZONE (325 C-A)			
capsules 8 and 24			d	1in x 5yd 10	0.14			entire entry			d
(325 C-A)				2in x 5yd 10	0.20			ESKACEF (1153 SKF)			
entry			d	3in x 5yd 10	0.25			capsules 250 mg 20	2.81		TS
(359 DDD)				4in x 5yd 10	0.29			100 13.50			TS
100 ml			d	CHIRONSEAL (387 DBMP)				500 mg 20	5.53		TS
A (972 Pharmax)				existing entry			d	100 26.65			TS
20 g	1.09dz	0.28dz	0.15	CHIRONSEAL (387 DBMP)				suspension 125 mg/5 ml			
40 g	1.57dz	0.40dz	0.21	clearseal colostomy bags				100 ml 1.40			TS
500 g	0.65	..	0.86%	12 x 4in 10	0.41			250 mg/5 ml			
TS (104 BP)				12 x 5in 10	0.44			100 ml 2.81			TS
5	1.365dz	0.345dz	0.17%	9 x 5in 10	0.44			FERROMYN (218 Calmic)			
10	2.65dz	0.665dz	0.34	12 x 6in 10	0.60			'S' tablets			
pack of 6			d	disposable ileo-colostomy bags				with folic acid			
ie tablets				12 x 4in 10 83.002	0.41			existing entry			d
and TV area only)				12 x 5in 10 83.004	0.44			'S' folic tablets 100	0.34	..	0.51 i
18	1.48dz	0.37dz	0.19	9 x 5in 10 83.006	0.44			1000 3.00			
50	3.815dz	0.955dz	0.49	12 x 6in 10 83.008	0.60			FORTAGESIC (1599 Winthrop)			
N (917 Organon)				12 x 8in 10 83.010	0.65			tablets 100	1.36		†s4B
entry			d	12 x 10in 10 83.012	0.70			GANTS (1407 Jaccaz)			
ST (105 BTD)				reinforced				existing entry			d
pirant aerosol				12 x 4in 10	0.44			GERMOLENE (104 BP)			
standard	2.605dz	0.655dz	0.34	12 x 5in 10	0.50			medicated plasters	1.21dz	..	0.13
economy	3.295dz	0.825dz	0.43	9 x 5in 10	0.55			ointment tube	1.325dz	0.335dz	0.17
ze pack	1.685dz	0.425dz	0.22	CODIS (1037 Reckitt)				GEROVITAL H3 (1251 TTC)			
ATE (208 BW)				tablets dp 500	1.80	..	2.25 †DDI	tablets 25	1.00	..	1.50 †
es 100mg/2ml				COLOMYCIN (972 Pharmax)				vials 12 x 5 cc	2.20	..	3.30
20	20.00			injection 500,000 units				25 x 5 cc	4.40	..	6.60
'S (105 BTD)				1,000,000 units	10	40.88dz	..	GOMINA ARGENTINA (1407 Jaccaz)			
Spring				10	59.03dz	..	6.56 TS	hair fixative tube	2.54dz	0.63dz	0.38
bath (Southern TV area)				sulphate				jar 4.62dz	1.15dz		0.68
o and	3.755dz	0.94dz	0.49	(sterile powder) 1 g	3.80	..	5.07 TS	KERFOOTS (695 TK)			
ditioner standard	1.61dz	0.405dz	0.21	5 g	19.15	..	25.53 TS	pastilles			
d Lovely shampoo				COMFORT (325 C-A)				blackcurrant and glycerine 500 g			d
standard	1.075dz	0.27dz	0.14	entire entry			d	bronchial 500 g			d
DLAN (1251 TTC)				COOL (105 BTD)				cherry cough 50g and 500g			d
it 50 g	0.26	..	0.39	antiperspirant deodorant				friars balsam 50g and 500g			d
HEEM (105 BTD)				aerosol standard	2.605dz	0.655dz	0.34	glycerine, lemon and honey 500g			d
ising				economy	3.295dz	0.825dz	0.43	KITIEN (1407 Jaccaz)			
o				roll-on	2.30dz	0.575dz	0.30	lipstick indelible refill	3.30dz	0.82dz	0.50
standard	1.225dz	0.31dz	0.16	refill	1.915dz	0.48dz	0.25	LAEVODOSIN (218 Calmic)			
medium	1.84dz	0.46dz	0.24	COOL FOOT (105 BTD)				ampoules 10 ml	0.68	..	1.02
large	2.605dz	0.655dz	0.34	deodorant foot freshener				10 x 10 ml	6.36	..	9.54
tube	1.305dz	0.33dz	0.17	aerosol	3.065dz	0.77dz	0.40	tablets 250	3.70	..	5.55
N (171 BL)				CORTISONE-KEMICETINE (227 Erba)				LAEVALOR (218 Calmic)			
104 BP)			d	dermatological ointment				liquid 250 ml	0.65	0.162	1.14
(387 DBMP)				3 g				LAEVALOR-C (218 Calmic)			
cream tube	0.24			forte 5 g			d	liquid 250 ml	0.74		
ole ileo-colostomy bags				COUNTESS (105 BTD)				LAEVOSAN (218 Calmic)			
4in 10	0.36			hair conditioning cream				concentrate 40%			
5in 10	0.39			30 g	1.305dz	0.33dz	0.17	5 x 10 ml	0.41		
forced				DISPRIN (1037 Reckitt)				LANVIS (208 BW)			
x 4in 10	0.39			tablets 28	1.52dz	0.349dz	0.20	tablets 25	4.66		†s4A
x 5in 10	0.45			pack of 26			d	protein conditioner	0.27	0.067	0.47
x 5in 10	0.50			DOCTEUR PIERRE'S (1407 Jaccaz)				shampoo 300 cc	0.335	0.084	0.58
sided plasters				eau dentifrice 57 cc	2.48dz	0.62dz	0.37	MACLEANS (105 BTD)			
3/4in 10	0.24			114 cc	4.45dz	1.11dz	0.67	toothpaste			
4in 10	0.28			170 cc	6.30dz	1.57dz	0.94	freshmint and white fluoride			
5in 10	0.45			toothpaste tube	2.64dz	0.66dz	0.40	standard	1.19dz	0.30dz	0.15%
6in 10	0.50			EFFICO (972 Pharmax)				large	1.725dz	0.435dz	0.22%
				250 ml	1.92dz	0.48dz	0.28 †	economy	2.335dz	0.585dz	0.30%
				21	1.05	..	1.40 †	giant	2.91dz	0.73dz	0.38

Specify **Wellcome*** Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Berkhamsted, Herts. *Trade Mark

For sore throats—mouth infections—sore gums

Oraldene

 Unique, 8-hour antibacterial action from a single rinse
 One pack O.T.C./prescription

A chemist-only product with high profit margin


 William R. Warner & Company Ltd.,
 Eastleigh, Hants. Tel. Eastleigh 3131

	Trade £.p	Tax £.p	Retail £.p
MAILLECRIN (1407 Jaccaaz) friction gloves	0.68	0.07	1.15
MAILLEPONGE (1407 Jaccaaz) toilet mitts	0.40	0.04	0.66
MILO (883 Nestle)			
8 oz	4.31		
(2 dz)			
16 oz	3.73dz		
Mr FIZZ (183 BOC)			
super syrup concentrates	1.52dz	0.27dz	0.19
syphon	1 1	2.54	3.70
	2 1	3.68	5.35
OWBRIDGES (917 Organon)			
cough syrup	57 ml	1.524dz	0.381dz
	100 ml	2.292dz	0.573dz
OXYNHALER (183 BOC)			
packet inhaler complete	3.75	..	5.00
bulbs	(5)	1.13	1.50
PAEDO-SED (972 Pharmax)			
children's sedative			
sachets	12 x 5 ml	2.07dz	0.52dz
bottle	100 ml	2.37dz	0.60dz
	500 ml	0.68	0.91
PHENSIC (104 BP)			
tablets	slide 20	1.325dz	0.335dz
PHYTEIA (1251 TTC)			
rheumatism ointment			
	50 g	0.26	0.39
PRODERMIDE (695 TK)			
solid		0.20	0.35
PROTEI-NAIL (1412 Jackel)			
tube	1½ oz	0.295	0.52
bottle	3½ oz	0.48	0.84
PROTEISET (1412 Jackel)			
styling lotion	135 g	0.235	0.41
	240 g	0.335	0.58
REGENERANS (1251 TTC)			
drops	20 ml	0.26	0.39
RONSON (1079 Ronson)			
Family hairstyler	..	..	7.97
ROTER (444 FAIR)			
tablets	20	0.18	0.29
	500	3.50	
packs of 360 and 720			d
RUBIS POMPADOIR (1407 Jaccaaz)			
nail-polishing stones	3.30dz	0.82dz	0.50
SAVENTRINE (972 Pharmax)			
tablets 30 mg	30	5.64dz	0.63
	250	43.59dz	4.84
SAVLON (649 ICI)			
babycare			
cream	100 g	2.88dz	0.35
SILVIKRIN (105 BTD)			
hair cream	standard	1.15dz	0.29dz
	large	1.685dz	0.425dz
hair dressing		1.685dz	0.425dz
hair spray	regular	1.915dz	0.48dz
	economy	2.68dz	0.67dz
pure		4.83dz	1.21dz
shampoos			
alpine herb, lemon and			
lime, almond cream,			
egg protein	sachet	0.27dz	0.07dz
	standard	0.995dz	0.25dz
	economy	1.455dz	0.365dz
SINTISONE (227 Erba)			
cream	15 g	0.41	0.10
SINTISONE-C (227 Erba)			
cream	15 g	0.51	0.13
SPARKLETS (183 BOC)			
existing entry			d

SPARKLETS (183 BOC)

	Trade £.p	Tax £.p	Retail £.p
beertap	2.03	0.23	2.95
trio set	3.03	0.34	4.40
barrel and tray	1.00	0.11	1.45
tray	1.03	0.12	0.25
	(½ dz)	(½ dz)	
bulbs			
'C'	10	4.36dz	0.78dz
'J'	6	2.25	3.00
concentrates	2.24dz	0.40dz	0.28
Corkmaster	1.04	0.12	1.50
home brew kit			
beers	8.92dz	..	0.99
wines	8.92dz	..	0.99
ice bowl	1.2 1	2.73	0.31
	2 1	3.91	0.44
	1.2 1	3.04	0.34
de luxe			
syphons			
Ambassador	6.14	0.69	9.90
Aquarius	3.53	0.40	5.10
Executive	4.50	0.51	6.50
Globemaster	5.19	0.58	7.50
Hostmaster	3.53	0.40	5.10
drip tray	0.17	..	0.23½
vacuum jugs	1.19	0.13	1.95
SPARKLOID (183 BOC)			
tablets	0.12	0.04	0.20
THERASAL (695 TK)			
50 g	0.16	..	0.24
250 g	0.36	..	0.54
THICKEN HAIR (1412 Jackel)			
conditioner	21 cc	0.105	0.026
	100 cc	0.295	0.074
TOMMEE TIPPEE (1412 Jackel)			
baby products			
D36/37	..	..	0.13
TT05	..	..	0.39
TT06	..	..	0.15
TT07	..	..	0.13
TT275	..	..	2.25
TT601	..	..	0.49
TT614	..	..	0.39
TT616	..	..	0.12
WP50	..	..	0.89
WP56	..	..	0.55
WP109	..	..	0.20
WP114	..	..	0.55
WP117	..	..	0.55
WP121	..	..	0.49
WP143	..	..	0.77
WP147	..	..	0.37
WP148	..	..	0.55
WP170	..	..	0.25

	Trade £.p	Tax £.p	Retail £.p
TRASICOR (262 CIBA)			
tablets 80 mg	100	3.98	
VAXIHALER-FLU (1061 Riker)			
metered dose aerosol vaccine 25 dose			
plus 25 nasal applicators		17.50	
VENO'S (104 BP)			
cough mixture	large	2.335dz	0.585dz
with honey and lemon	large	2.335dz	0.585dz
VOSENE (105 BTD)			
shampoo liquid			
	standard	1.305dz	0.33dz
	economy	2.225dz	0.56dz
YEAST-VITE (104 BP)			
tablets	large	2.415dz	0.605dz

AMENDMENTS TO KEY TO SUPPLIERS

70 AHF	= Associated Health Foods Ltd, South Street, Godalming, Surrey. Godalming 23525
588 H & H	= Heath & Heather Ltd, Division of Associated Health Foods Ltd, South Street, Godalming, Surrey. Godalming 23525
737 Lavapine	= Lavapine Ltd, Redroof, Balgavies By Forfar, Angus. Aberlemno 268
1314 Weddel	= Weddel Pharmaceuticals Ltd, 4th Floor, Salisbury House, London Wall, London EC2M 5XD. 01-638 6088
1522 UJPC	= Union Jack Paste Co. (1972) Ltd, Fore Street, Chulmleigh, Devon EX18 7BR. Chulmleigh 221
1616 Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex. West Drayton 43013

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
ADMUNE-MONO (179 BDH)			
monovalent influenza vaccine			
ampoule			
1 ml	0.70		
multidose vial			
10 ml	5.83		
ALBOLENE (823 M&R)			
unscented cleansing cream			
99 g	2.28dz	0.49dz	0.35
1 lb	4.80dz	1.20dz	0.70
ALFONAL (29 Alfonal)			
existing entry			d
ANGEL FACE (256 CPL)			
Pretty Naturals			
cream blusher	3.31dz	0.83dz	0.45
lipstick	2.32dz	0.58dz	0.32
make-up mousse	2.64dz	0.66dz	0.36
ASSOCIATED HEALTH FOODS (70 AHF)			
Lin-O-Saf safflower oil			
½ pt	1.74dz	..	0.19½
1 pt	2.96dz	..	0.33
1 gal	1.79	..	2.39
Maizy biscuits plain			
or ginger	7 oz	1.32dz	..
cheese spread		2.61	0.14
	(2 dz)	..	0.14½
corn oil	1 pt	2.66dz	0.29½
	1 qt	5.15dz	0.57
	1 gal	1.59	2.12
with alphium	1 pt	2.72dz	0.30
Snow Queen instant skimmed milk			
1 lb	5.79	..	0.32
	(2 dz)		

Safapryn*

brand of enteric-coated acetylsalicylic acid with paracetamol

*Trade Mark

for musculo-skeletal pain

 provides
 high-dose
 aspirin free
 from gastric
 irritation


Pfizer

PFIZER LIMITED
SANDWICH, KENT

17422

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
an-O-Life				HELENA RUBINSTEIN (596 HR)				MUSK OIL (1645 Alyssa Ashley)			
sunflower seed oil				Bio-coverfluid 30 g	0.75	•		1/4 oz	0.80	0.20	1.45
1/2 pt	1.38dz	..	0.15½								
1 pt	2.27dz	..	0.25	HEALTHCRAFTS (29 Alfonal)		d		NYSTATIN-DOME (1460 Dome)			TS
1 qt	4.38dz	..	0.49					ointment	15 g	0.40	
1 gal	1.34	..	1.78	HEALTHCRAFTS (70 AHF)		i			30 g	0.75	TS
had oil	92 cc	..	0.34					OLD SPICE (1131 Shulton)			
	(2 dz)	..		HYDANTAL-SANDOZ (1098 Sandoz)				after-shave lotion	3712	3.45dz	0.84dz
pastly savoury spread	4.98	..	0.28	entire entry		d			3710	5.04dz	1.23dz
	(2 dz)	..						travel pack	3719	3.90dz	0.95dz
				ILFORD (645 Ilford)		d		presentation pack	3711	8.46dz	2.06dz
ADINE (878 Napp)				existing entry for paper, chemicals and lamps					3712	3.45dz	0.84dz
argle and mouthwash 200 ml	0.35	•		paper Ilfobrom					3710	5.04dz	1.23dz
				single weight					3719	3.90dz	0.95dz
NNLEY (194 Bronnley)				2½ x 3½	100	0.34	0.59½	after-shave lotion lime	3502	3.45dz	0.84dz
ter bath Cologne 0733	..	..	0.17 c	3½ x 3½	100	0.45	0.79		3502	3.45dz	0.84dz
	0738	..	0.58	3½ x 4½	100	0.56	0.98	anti-perspirant spray	3886	2.01dz	0.49dz
by lotion 0270	..	..	0.27	3½ x 5	100	0.60	1.05	aerosol	3850	3.06dz	0.75dz
powder 0277	..	..	0.22	3½ x 5½	25	0.22	0.38½		3741	4.32dz	1.05dz
soap 0132	..	..	0.20		100	0.66	1.15½	body talcum	3742	2.81dz	0.68dz
th crystals 0402	..	..	1.10		25	0.31	0.54½		3573	3.02dz	0.74dz
	0438	..	0.60	4¾ x 6½	100	0.98	1.71½	Cologne for men	3722	4.16dz	1.01dz
essence pine 0928	..	..	0.65		10	0.24	0.42		3720	5.71dz	1.39dz
bubble bath oil 0723	..	..	0.17	6½ x 8½	10	0.24	0.42	deodorant aerosol	3876	3.31dz	0.81dz
	0725	..	0.44		25	0.52	0.91		3881	2.48dz	0.60dz
	0728	..	0.62		100	1.69	2.96	stick	3880	3.31dz	0.81dz
untry herb bubble bath				8 x 10	10	0.33	0.58	lime aerosol	3527	2.48dz	0.60dz
	0148	..	0.55		100	2.33	4.08	hair cream, jar	3040	2.48dz	0.60dz
talcum powder				8 x 13	100	3.12	5.46	tube	3043	2.15dz	0.52dz
	0147	..	0.35	8¾ x 11¾	100	2.91	5.09½	hairdressing aerosol	3672	2.81dz	0.68dz
				10 x 10	100	3.01	5.27		3938	2.48dz	0.60dz
nd and body lotion				10 x 11	100	3.29	5.76	hair groom	3938	2.48dz	0.60dz
	0703	..	0.17	10 x 12	10	0.48	0.84	hair tonic	3941	3.90dz	0.95dz
	0705	..	0.37		100	3.58	6.26½	pre-electric shave	3611	4.16dz	1.01dz
	0708	..	0.50	12 x 15	10	0.71	1.24½	roll-on	3640	4.16dz	1.01dz
ppy Hands	6408	..	0.32		100	5.34	9.34½	shampoo for men	3950	4.09dz	1.00dz
bath day	6409	..	0.32	16 x 20	10	1.25	2.19	shave mug	3700	5.37dz	1.31dz
lemon day	0040	..	0.35	20 x 24	10	1.92	3.36	refill	3701	2.92dz	0.71dz
lemon bathday	0041	..	0.35	double weight				shaving bowl	3709	3.96dz	1.097dz
nt-on-powder	0110	..	0.60	3½ x 4½	100	0.65	1.14	shaving cream lather			
ot Pourri	0037	..	1.30	3½ x 5	100	0.71	1.24½		3820	2.92dz	0.71dz
ap				3½ x 5½	25	0.25	0.44	brushless	3822	1.67dz	0.41dz
bath ball	0108	..	0.70		100	0.77	1.35		3830	2.92dz	0.71dz
eggs (12)	0107	..	0.30	4¾ x 6½	25	0.35	0.61½		3832	1.67dz	0.41dz
fruit punnets	0633	..	0.18		100	1.15	2.01½	shaving stick	3890	3.06dz	0.75dz
lemon toilet	6122	..	0.18	6½ x 8½	10	0.27	0.47½	refill	3891	2.01dz	0.49dz
soap on a rope					25	0.59	1.03½	smooth shave	3690	3.02dz	0.74dz
	6136	..	0.46		100	2.01	3.52	soap	3792	1.83dz	0.45dz
bath	0613	..	0.29	8 x 10	10	0.37	0.65	Burley			
jumbo on a rope					100	2.75	4.81½	after shave lotion			
	0619	..	0.60	10 x 11	100	3.91	6.84½		3114	4.41dz	1.07dz
orange toilet	0603	..	0.18	10 x 12	10	0.56	0.98		3110	6.15dz	1.50dz
pre-make up					100	4.26	7.45½	travel pack	3119	4.81dz	1.17dz
	0523/0521	..	0.17	12 x 15	10	0.81	1.42	Cologne	3124	5.37dz	1.13dz
rainbow	0649	..	0.15		100	6.34	11.09½		3120	7.92dz	1.93dz
seashell guest				16 x 20	10	1.43	2.50½	deodorant aerosol			
	0435	..	0.55	20 x 24	10	2.19	3.83½		3151	3.06dz	0.75dz
sponge	0109	..	0.50	chemicals				stick	3148	4.03dz	0.98dz
turtle oil				Bromophen developer				hairdressing aerosol			
toilet	0642	..	0.15	600 cc	0.16	..	0.24		4172	3.76dz	0.92dz
bath	0643	..	0.23		11	0.30	0.45	hair cream	3139	3.20dz	0.78dz
visitors	0641	..	0.10		2.51	0.42	0.63	smooth shave	3154	3.76dz	0.92dz
lcum powder	0713	..	0.17		51	0.61	0.91½	talcum	3141	3.90dz	0.95dz
	0715	..	0.28	Hypam fixer	300 cc	0.32	0.48		3140	5.71dz	1.39dz
	0718	..	0.40		11	0.68	1.02	ORIENTAL SPICE (1131 Shulton)			
				hardener				after shave and shower			
EST (1218 Tellercrest)					300 cc	0.21	0.31½		6229	3.02dz	0.74dz
entire entry			d		20 oz	0.37	0.55½		6227	9.04dz	2.20dz
				ID 11	600 cc	0.16	0.24		6228	13.10dz	3.19dz
SONS (338 Cussons)					2.51	0.27	0.40½	dragonhead	..	9.40dz	2.29dz
ter shave small	1.299dz	0.321dz	0.18 c		51	0.44	0.66	deodorant aerosol		5.08dz	1.24dz
large	2.165dz	0.535dz	0.30	IF 23	51	0.79	1.18½	soap	6232	5.37dz	1.31dz
abybird talcum powder	2.31dz	0.57dz	0.32 •	Ilfodix	11	0.25	0.37½	talcum	6234	4.32dz	1.05dz
air cream	1.155dz	0.285dz	0.16 i		21	0.30	0.45		6233	6.02dz	1.47dz
perial Leather					51	0.50	0.75	RAINETTE (331 C of C)			
hair cream			d	Ilfosol	300 cc	0.24	0.36	hair lacquer aerosol 8 oz		2.00dz	0.46dz
				liquid acid hardener					16 oz	2.69dz	0.66dz
TEX (256 CPL)					21	0.68	1.02	refill bottles	55 cc	0.64dz	0.16dz
nd cream	1.98dz	0.49dz	0.27 c		51	1.14	1.71	sachet	30 cc	0.54dz	0.13dz
loserine (678 Kabi)				Microphen	600 cc	0.16	0.24	33 cc and 60 cc refills			d
distributors 1545 Vestric)					2.51	0.33	0.49½				
entire entry			d	Perceptol	600 cc	0.16	0.24				
					2.51	0.35	0.52½				
BERT FLOWER (1131 Shulton)					51	0.54	0.81				
nd and body lotion	2.28dz	0.56dz	0.34 c	PQ universal developer							
perfumed Cologne	5.64dz	1.37dz	0.84		300 cc	0.26	0.39				
lcum powder	2.62dz	0.64dz	0.39		11	0.47	0.70½				
					51	1.50	2.25				
ROTE (840 EMF)				lamps, darkroom							
	1 lb	3.78dz	..	No. 2	3.85	..	5.77½				
			0.42 c	No. 4	9.50	..	14.25				
DOCIL (1419 Intec)				No. 7	4.15	..	6.22½				
undation cream 30 g	3.432dz	0.858dz	0.50 c	No. 8	4.75	..	7.12½				
and care 30 g	2.748dz	0.687dz	0.40	Junior	3.85	..	5.77½				
hoisturising lotion 28 g	3.432dz	0.858dz	0.50								
	60 g	6.168dz	1.542dz	INDOCID (837 MSD)							
kin cleanser 150 cc	5.148dz	1.287dz	0.75	capsules 25 mg	30						
kin tonic 150 cc	5.148dz	1.287dz	0.75								
reatment cream 30 g	3.432dz	0.858dz	0.50	LAEVODOSIN (218 Calmic)							
	75 g	6.852dz	1.713dz	ampoules	10 ml	0.68	1.19 a				
			1.00		10 x 10 ml	6.36	11.13				
MENT (600 JH)											
	6½ oz	0.084	..	LARODOPA (1074 Roche)							
	14 oz	0.16	..	tablets 500 mg	200	6.56	..				†s4Br
	28 oz	0.288	..	MANDELAMINE (1310 WW)							
			0.36	tablets 0.25 g	60	2.76dz	..				0.34½r
RVEY'S (139 Bleasdale)			d		500	16.32dz	..				2.03½
					30	2.58dz	..				0.32
RVEY'S (577 Harvey)			i		250	14.34dz	..				1.79
distributors 249 C&JL)					500	27.60dz	..				3.45

QUARTERLY PRICE LIST

The following products have been added or amended directly into the December List. No reference to these has been made in the weekly supplement.

Apple Blossom, Bio-Clear, Bio-Granules, Bio-Mask, Carbonet, Coltapaste, Cortacream, Crinx, Cussons Imperial Leather soap, Elastocrepe, Elastoplast, Elastoweb, Emotion, Granose, Green Velvet, Gypsona, H3 Plus, Heaven Sent, Helena Rubinstein, Ichthopaste, Jelonet, Lenthic, Mavala, Maws surgical dressings, Men's Club, Morny, Noa Noa, Nudit, Paragon, Skin Dew, Skin Life, Sleek, Tang, Trufood, Us, Viscopaste, Whitecross, White Magnolia, Wotan, Zoff, 1290 Vocalzone, 1517 Nella, 1562 CCL.

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	AMENDMENTS TO KEY TO SUPPLIERS
REDUCINE (1410 Reducine) (distributors 249 C & JL)			<i>i</i>	TRIMACORN (1644 Swann-Morton)			<i>i</i>	249 C & J L = Chave & Jackson Ltd, 6 Broad Street, Hereford. 0432 2152
				corn plane 10 0.625 0.155			0.99	
SECONAL (413 Lilly)				blades 100 0.50 0.125			0.79	577 Harvey = Harvey & Co. Ltd, 147 Upper Rathmines Road, Rathmines, Dublin 6, Ireland
sodium Enseals 100 mg 100			<i>d</i>	V-CIL-K (413 Lilly)				
				syrup paediatric 125mg/5ml 60ml			<i>d</i>	
STOMAHESIVE (1176 Squibb)				VIVELLE (451 F&J)				1643 Eucomark = Eucomark Distributors Ltd, Raphael House, 226 High Street North, London E.6. 01-552 4344
plasters 10 cm x 10 cm			<i>i</i>	body talc .. 2.12dz 0.505dz			0.29	
5 2.45			<i>d</i>					1644 Swann Morton = Swann-Morton Ltd, Penn Works, Owlerton Green, Sheffield S6 2BJ. Sheffield 344231
existing entry for plasters				WITCH DOCTOR (427 Ethichem) existing entry				
THRU (848 Minnesota)			<i>d</i>					1645 Alyssa Ashley = Alyssa Ashley Division of Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey. 02934 71561
gel				WITCH DOCTOR (427 Ethichem)			<i>i</i>	
				(distributors 1556 Farillon)				
TOLNATE (1153 SKF)			<i>d</i>	witch hazel gel .. 1.42dz 0.355dz			0.19	
ampoules 40mg/2ml				WITCH STIK (1363 SAL) existing entry			<i>d</i>	
				WITCH STIK (427 Ethichem)			<i>i</i>	
TOMMEE TIPPEE (1412 Jackel)				(distributors 1556 Farillon)				
baby products TT09			0.39 <i>i</i>	solid witch hazel .. 2.15dz 0.54dz			0.29	

PRICES STANDSTILL

The prices given in this supplement, so far as we can ascertain, were in operation before the "price freeze".

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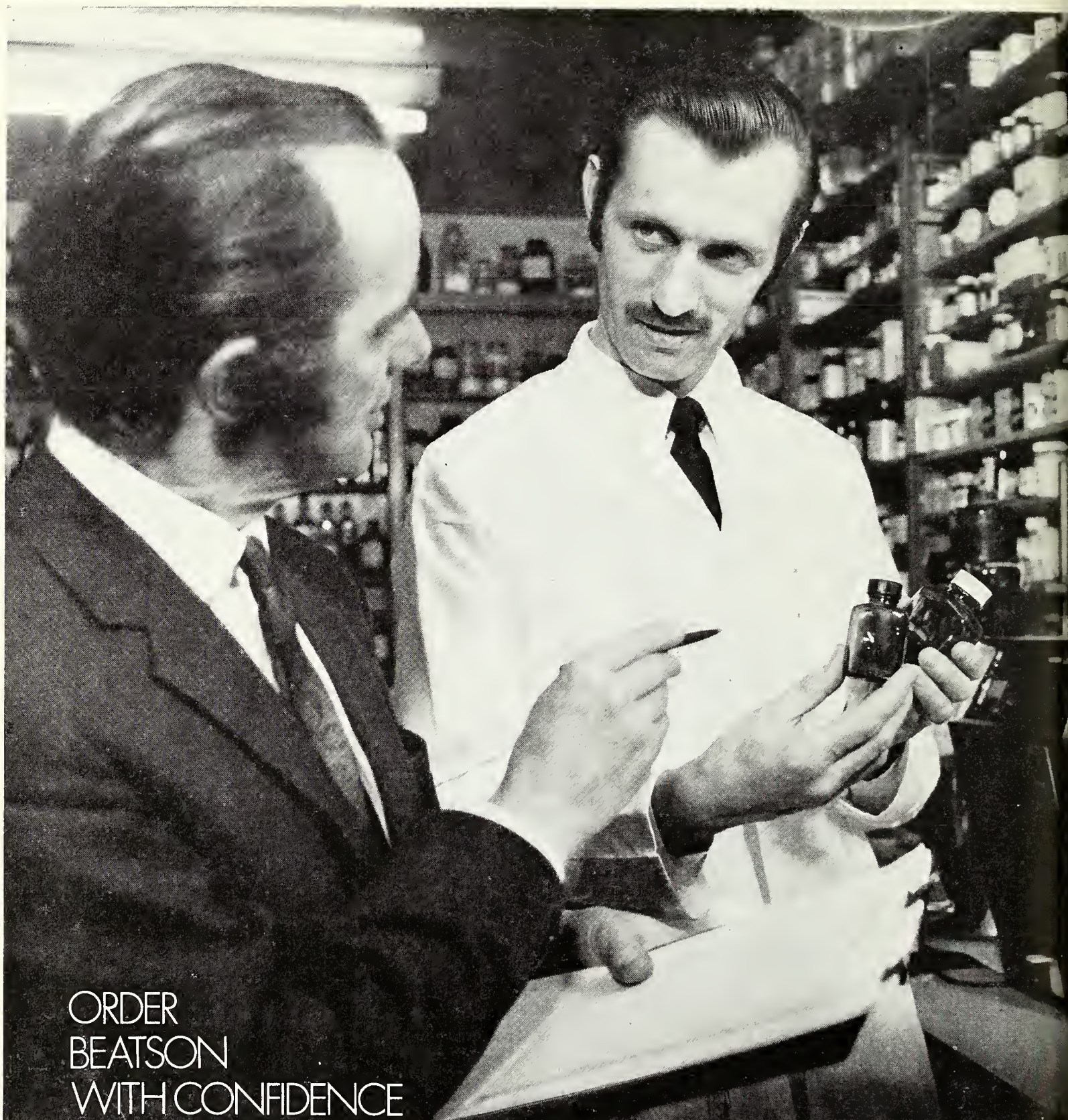
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 Shoulder Flat—white flint and amber
 Powder —white flint and amber
 Metric Winchester —plain and ribbed
 Olive Oil —white flint

Manufactured by
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 Rotherham, Yorkshire.



ASK YOUR WHOLESALE



Comment

Flu in flux

Pharmaceutical manufacturers are gradually mastering the once omnipotent influenza virus. Recent innovations should soon come to grips with that shifty organism. There can now be little doubt about the effectiveness of current vaccines, but what lags behind is public and official attitudes towards influenza prophylaxis.

It is estimated that the 1969-70 Hong Kong flu epidemic cost the country £118m in lost income, that meant over 15 million lost working days and was responsible for several thousand deaths. In such a situation excessive strain is put on the resources of the health service and members of the health professions. Against that type of background a comprehensive vaccination programme is attractive, but as is well known, the viruses involved have a fickle nature and mutate.

The first reasonable influenza vaccine was prepared soon after the isolation of the causative virus nearly 40 years ago.

But early vaccines were impure giving rise to severe side reactions and took long periods to produce. Previous products also contained too little virus or virus of strains only distantly related to the contemporary virulent strain. Furthermore, vaccination usually confers short-lived immunity of about a year's duration. But the pandemic situation cannot be avoided until vaccination is carried out on a large scale.

The enormous efforts of the vaccine producers and the economic risks they take, also deserve such compensation. Authorities seem to agree that good vaccine administered at the right time can now lead to a 70-80 per cent protection rate. That high percentage has been achieved because of several developments, such as the use of high speed jet injectors which enable up to 600 people to be treated in an hour. Other changes reported by *Chemist and Druggist* in recent months, include the use of a superior purification process, zonal centrifugation, and the introduction of the first intranasal commercial spray.

Research is continuing into the use of immunological adjuvants such as stable water-in-oil emulsions and

"compound reverse phase" emulsions, with both vegetable and mineral oils. These can reduce the viral dose required, raise antibody titres and increase the duration of a broader spectrum of antibodies.

A method of crossbreeding of strains called "recombination" may lead to the rapid production of live attenuated vaccines to virtually preclude epidemics.

But there are still refinements needed in several directions. It is a peculiar situation that the Duphar organisation use about 20,000 good quality eggs a day which are used as media for viral growth. In the future tissue culture methods might be employed as for some rubella vaccine production.

Keeping one step ahead of variants in vaccine production is a great problem. The latest complication is the arrival of a new influenza variant A/England/42/72, (C&D, October 21, p588). BDH Pharmaceuticals Ltd announce this week that a monovalent vaccine, Admune-Mono, containing the strain is now available from them (page 840).

The company in a special news bulletin, say that the variant has both haemagglutinin and neuraminidase antigenic changes but those could be attributed to "antigenic drift" rather than the emergence of a new subtype. BDH say that reports suggest that 20-30 per cent of the population might have some immunity to the new strain. It's bulletin continues, "sporadic cases of influenza have been reported in the UK during recent weeks and all cases typed have been due to the new strain". The bulletin adds that other vaccines currently available will produce some antibody levels against the strain.

It seems quite possible that there will be another epidemic. But in general, as in this case, the more that vaccines are employed, the more chance there is of avoiding a rapid outbreak situation—even when the vaccines are not completely specific to a virulent strain.

Virology workers talk of "herd immunity" giving 100 per cent protection when mass vaccination is used in a closed community. Satisfactory control exists in the case of other diseases, perhaps with perseverance influenza may be conquered too.

Letters

Nationalisation

How naive of Mr Blum to tell us that "Inadequacies in remuneration would be remedied by nationalisation" (last week, p811).

After years of hard bargaining by many Guild officers, the position in the nationalised part of the service is shown in the letter in the same issue, from Jean W. West, that hospital pharmacists, because of their low pay, are "in need" when it comes to paying for the service.

I commend this thought to Mr Blum and ask him who has the magic wand. Meanwhile I remain a disillusioned pharmacist in the service.

F. H. Rawlings
Bristol

Once again Mr Blum comes upon the scene with another of his well-known outbursts.

Not long ago Mr Blum was a dedicated Tory. Just before a certain Council election he decided to switch his affections to the Labour Party. What timing!! Now he tells us we would be better off nationalised.

Mr Blum changes his views and opinions so often how can anyone take him seriously?

Please, Mr Blum, leave the talking to those who can do it without changing their minds, opinions, and their views so often.

Geoffrey Lowther
Bolton, Lancs

VAT and agents

The position of manufacturers' agents, in the preparations now being made for VAT, is rapidly becoming one of anomaly and anxiety. The Customs & Excise booklet (Notice 710) gives the impression that an agent, who receives commission to a gross

amount of over £5,000 a year, must be registered, with all the ancillary complications, presumably because he is regarded as giving a service. The United Commercial Travellers' Association on behalf of manufacturers' agents, resists this interpretation. The selling activities of manufacturers' agents are identical to those carried out by employed commercial travellers, the only difference being one of remuneration—an agent being on commission only; an employee being normally on salary with over-riding commission. The activities of both agents and employees are identical in the selling function, and therefore it is quite illogical to endeavour to tax the "service" of the agent, when it is, in fact, not a service.

It is not only an agent who would be adversely affected if the agent's commission is chargeable for VAT, because the manufacturer would also be subject to the adverse effects of the anomaly thus perpetuated. Many employers are represented

continued on p846

*if this is your
PROBLEM*



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WHITCHURCH

SALOP

Letters

continued from p845

by employed representatives, in the more populated areas, and agents in other parts of the country, and thus, such manufacturers would have the complications of paying commission to employees without VAT and commission on exactly the same lines to their agents. To this would be added the ancillary complications in those trades where the range of commodities include some items zero rated, or exempt. Surely this state of affairs was never contemplated by the Chancellor and his Revenue Officers!

In urging the Chancellor to think again on this anomaly, the Association also invites the support of all manufacturers' agents and their principals.

J. Maguire

general secretary

United Commercial Travellers' Association

Pharmacy Union?

Now that the Irish pharmacists have shown the way, is it not time that we in Britain followed suit?

Members of the Irish Drug Association, by an overwhelming majority have formed an Irish Pharmaceutical Union, and from reports that I have been able to see, this Union will be open to all pharmacists, whether proprietor or employee, hospital or industrial; thus confirming in no uncertain terms that professional interests are paramount and common to us all.

Pharmacists who read their professional journals will know that I have been preaching this sermon for many, many years, and rarely have my views on organised pharmaceutical unity been challenged in any substantial form; yet little or nothing, up to now, has been done about it.

Does this mean that the human mind is incapable of absorbing the self-evident and that I alone am possessed of some special messianic insight and therefore the first to preach the gospel of unity? Clearly this is not the case. Perhaps the present-day pharmacist has a deep psychological fixation that rejects any form of radical change, or he is unable to accept the grim reality of a profession in crisis and peril preferring to adopt a "let's bury our head in the sands" philosophy until all our problems just fade away. If this is true then there is no hope and no future worth bothering about for our profession.

In my heart of hearts I cannot really believe this, and perhaps much of what I have said should be dismissed as extravagant rhetoric "full of sound and fury signifying nothing", and past inaction was merely due to the fact that the time was not ripe.

But in 1972 we have reached a condition of change unparalleled in our history! A period of cataclysmic closures of retail pharmacies; entry into the European Com-

mon Market; the increasing impact of the health centre, and the prospect of growing State intervention in our affairs must mean the time has come!

Our Irish colleagues think so, and we in Britain could easily do likewise through the structure of the Pharmaceutical Union. We don't even have to change the name as they have had to do in the Irish Republic. All we have to do is activate the branches to bring forth appropriate resolutions to a special national conference of delegates, and overnight the splendid machinery and administrative skill of the NPU would be geared to this end. The Pharmaceutical Society would then be able to concentrate more fully on its true function as the custodian of pharmaceutical and professional standards. An august body creating a new harmony and balance within the profession. This would mean real power at a time when it is most needed. Well, chaps, what about it?

Dengar Evans,
Cardiff

Contract survey

I have made a third circulation of a postal survey on the chemists' NHS contract with Executive Councils to a number of independent pharmacies in Great Britain. The final copy is addressed to those principals who may not have replied to one of the previous two circulations made in July.

I should be grateful if I could use your columns both to encourage those who have not replied so far to do so and to thank those who have already co-operated in this way.

Ian F. Jones,

Senior lecturer, School of Pharmacy,
Sunderland Polytechnic

NPUM

I would be obliged if you would correct your copy regarding chairmanship of NPU Marketing.

I have been embarrassed by the number of 'phone calls that I have had complaining about the quality, presentation and poor stock position of various NPUM products.

I stock some of the paper products, toothbrushes, flasks, etc., all of which I find to be very good, but if the moaning about Lanalem and Lotus as weapons for fighting competition is anything to go by, I am worried about the degree of support a VTO will enjoy.

A. O. Bond

Glastonbury, Somerset

[The chairman of NPU Marketing is, of course, Mr J. O. Bond. Our apologies to both—Editor]

No expectorant

We read with interest the article by Dr B. A. Whittle in your "Coughs and colds" issue (November 4, p694). We would, however, like to point out that Benylin with Codeine does not contain the expectorant ammonium chloride as stated in the table.

We do confirm however, that ammonium chloride is an active constituent of Benylin expectorant.

June A. Bolton

Medical services executive
Parke, Davis & Co,
Pontypool

Pharmaceutical Society of Great Britain

Pharmacist 'who handled stolen goods' to be removed from register

A pharmacist said to have handled stolen goods was ordered to be struck from the register when the Statutory Committee of the Pharmaceutical Society met in London last week.

Mr Leonard Keith Moore, manager of Turners Chemists, Congleton Road, Kidsgrove, was said to have been fined £250 at Nottingham magistrates court in August for handling pharmaceutical goods belonging to J. H. Haywood Ltd, Nottingham, knowing or believing them to be stolen. The court had also ordered Mr Moore to pay £20 costs and £134 compensation to the company.

In announcing the Committee's decision, the chairman, Sir Gordon Willmer, said: "One is left with the suspicion that this illegal practice had been going on longer than he has admitted. There is a further suspicion that what has emerged in this case is only the tip of a very large iceberg. How much was involved in the frauds which were going on is a matter of speculation and is none of our concern."

Professional honour

"Our concern is the behaviour of Mr Moore and whether it is consistent at all with the professional honour he owes to the profession of pharmacy. Anyone who can engage in an unlawful traffic of this sort, handling stolen goods knowing them to have been stolen, is not fit to be on the register."

Sir Gordon said it appeared from a letter Mr Moore had written to the Committee that a van driver with J. H. Haywood began offering him goods, explaining they had been loaded into his van by mistake. Mr Moore at first refused the offers but in due course "fell for them" and, for a substantial period since May 1971, had been habitually handling goods he knew had been stolen.

Mr Moore told the Committee he first thought the goods had been purchased by the van driver and accepted them as a favour, giving him other goods in exchange. But later the driver started asking for cash, and he realised it was not as innocent as he had first thought. By that time "I was hooked". Mr Moore put the value of the goods he received at about £400. The goods went into the company's stock and, while he made no direct gain, he estimated that he made an indirect profit of about £40 through their profit-sharing scheme.

Mr Moore has three months in which to appeal.

Mr Norman Hale, West Bridgford, a director and pharmacist superintendent of Kestley's Chemists Ltd, Heath Road, Holmewood, Chesterfield, was cautioned about his future behaviour, when he and the company appeared before the Committee.

In June the company was convicted of

selling antibiotics when a registered pharmacist was not in control of the premises. Sir Gordon said the Committee accepted that it was an isolated incident due to unforeseen circumstances and they did not think it proper to take any action against the company or Mr Hale. They felt Mr Hale had learnt his lesson. They accepted that as a result of his absence, an unqualified assistant dispensed the prescriptions "right under the nose of an inspector".

A caution was also given to Mr Richard John Tite, Cheshunt, Herts who had been fined a total of £110, with £20 costs, by Cheshunt magistrates in July for failing to enter supplies of drugs in his register and failing to record the date of dispensing on prescriptions. Mr S. Williams, an inspector of the Society, said the offences came to light when a detective sergeant of New Scotland Yard examined dispensed National Health prescriptions which were recovered from the pricing bureau, and found they had not been entered. The offences covered a period from October 1971 to January this year.

Mr W. B. Rhodes, the Society's inspector for Hertfordshire, said that the police sergeant had made no suggestion of any misuse of Dangerous Drugs. Mr C. Smith, for Mr Tite, said the crux of the matter was "thoroughly bad book-keeping". Cautioning Mr Tite against any repetition of such oversight, Sir Gordon said the committee could take a lenient view because Mr Tite had assured them that he had taken satisfactory steps to prevent any likely recurrence.

Mr Louis Bertram Cowan, Finchley, director and pharmacist superintendent of J. F. Harrington Ltd, Old Burlington

Street, London W1, appeared before the Committee following the conviction of the company for selling medicine containing poison at its Kensington Church Street branch without the supervision of a registered pharmacist. Adjourning the case for 12 months Sir Gordon Willmer said the case was made slightly more serious by the fact that there had been an earlier warning by the Society to Mr Cowan about the conduct of his pharmacies.

The Committee also adjourned for 12 months its inquiry into the case of Nethercott (Chemists) Ltd, Streatham London, who were fined a total of £155 and ordered to pay £50 costs in February in respect of 11 offences, some of which related to medicines not being properly labelled.

Mr A. J. Nethercott, a director, said that although his 77-year-old father, Mr Harold Nethercott, was the superintendent pharmacist, he had been running the business owing to his father's ill-health. At the time of the offences, they had staff difficulties, and he was the only active pharmacist employed in the business. He was now employing two pharmacists.

Sir Gordon said that as Mr Harold Nethercott had been unable to take any active part in running the business, his responsibility as superintendent pharmacist was purely technical, and the Committee were not disposed to take any action against him.

The Committee adjourned its inquiry into the professional conduct of Mr A. G. Cunnah, owner of Wepre Pharmacy, High Street, Connah's Quay, who was fined £30 at Mold in August for failing to record the dispensing date on prescriptions for Dangerous Drugs and failing to properly maintain his Dangerous Drugs register.

The Committee also adjourned for 12 months its inquiry into offences committed at a pharmacy in Barwell, Leics, run by the Hinckley and Barwell Co-operative Society, and an inquiry involving Mr M. F. M. Benton, Norwich, and his company Collins of Norwich.

The Committee closed a case against Mr A. W. Pratt, Orpington. Mr R. S. Smethurst, Norbury, London, who had allowed his registration to lapse, failed to appear before the Committee. Sir Gordon said there was no point in dealing with the case.

Scotland's rural problems

Further difficulties in the provision of a pharmaceutical service in rural areas were reported to the meeting of the Pharmaceutical Society's Scottish department executive in October. The resident secretary, Dr J. Chiltern indicated that the single pharmacy at Mallaig was due for demolition and would close on March 31, 1973. Unless alternative facilities were provided, Mallaig and Arisaig area would have no pharmaceutical service, the next nearest pharmacy being at Fort William, 48 miles away.

The local authority was willing to help in the provision of housing and business accommodation for anyone wishing to practise in Mallaig. The local doctors, who had a combined list of 1,600 patients, did not seem eager to dispense.

The train service to Fort William was convenient for a collection and delivery service, if this should prove necessary. The

situation would be kept under review meantime but some form of pharmacy service would have to be operating from April 1, 1973.

Dr Chiltern also reported on a part time service at Burghead operated from Hope-man and one for Yetholm operated from Kelso, it had not been possible to establish a collection delivery service for Dalrymple.

Returns from the Scottish schools of pharmacy, showed that there were no unfilled places in the first year for the session 1972-73. Members in the 4 years were as follows (1971-72): 1st year: 178,177, 2nd year: 146 (160), 3rd year: 140 (118), 4th year: 105 (105). The ratio of male to female students at the three schools in the first year was; Robert Gordon's, 44:28. Heriot-Watt, 17:28, Strathclyde, 30:31.

continued on p848

Keeping script records

Mr David Dalglish, a young Scottish pharmacist, gained warm approval at this year's Pharmaceutical Conference for his method of keeping dispensing records (C&D, September 23, p437). In this article he elaborates on his system.

Our pharmacy is situated in the small rural town of Aberfeldy in the central highlands of Scotland. The population of Aberfeldy is slightly over 1,500, and we serve a country area within a radius of some 15 miles with a further population of 2,000. The medical practice in Aberfeldy consists of a partnership of three general practitioners, there is also one other pharmacy in town.

Such an area I felt was the ideal situation for an experiment in using patient medication records, for we have a relatively static population and good customer loyalty.

Furthermore, for about the past 30 years some form of record has been kept, and thus a basis was established. But the previous record system was found to be unsatisfactory, for it consisted of a bound book into which all prescriptions were entered on a chronological basis, with the result that unless the patient or doctor knew the date of a prescription, it involved considerable time to find the entry in question.

Patient profile

Our present patient medicament records enable us to see the complete patient drug profile at a glance. It consists of a simple alphabetical Cardex system, in which each patient has his or her own card. Each card records initially the patient's name, address, and a coding if they are over 65, or otherwise exempt from charges. This is particularly useful from a purely administrative point of view; as I have already pointed out, a large number of our patients live outside the burgh of Aberfeldy, and have their prescriptions sent to them by bus or post. Therefore a coding on their card prevents confusion when a prescription is charged to their account.

When a prescription has been dispensed for a patient it is entered on his/her card as illustrated. Additional information is entered on the patient's card as and when it becomes known, for example penicillin sensitivity.

Our records are kept up to date daily, in fact after close of business. This function is carried out by my wife, who is also at present studying the Pharmacy Assistants Training Board's postal course in dispensing. She finds that it takes her an average of one minute per prescription to enter them up; and as we dispense about 1,200 prescriptions a month (1,500 items) this is a measure of the time taken per month on drug records.

It is my opinion that the time taken on this work is time well spent, and the advantages of the system far outweigh the

time taken up. Considerable time during the working day is saved in contacting doctors to find out strengths of tablets, etc, and it is possible to eliminate the practice of dispensing medications labelled simply "as directed".

Our system is frequently used by the local doctors, and it is greatly appreciated by them as a further safeguard of their own records. It has been well received by our patients who are impressed that such measures should be carried out by their local pharmacist, and as a result, it has raised our professional standing in the community. The advent of "NP" labelling has made little or no difference to the necessity of such a scheme; so often the patient has mislaid his bottle, and records have to be sought.

Drug medication records have also proved useful both in the case of drug overdose and the illegal handling of prescribed

drugs, and it has been possible to assist both medical practitioners and the police.

I see no reason why such a system could not be readily employed in other similar communities and surely with the advent of pharmacies in health centres (where patient registration will exist in effect) it should provide another opportunity for the pharmacist to play an increasing part in the health team.

Logically, I would like to see the system extended to all medicines, both prescribed and over the counter, for interaction with an over the counter product is just as likely as an interaction between prescribed drugs. This however brings us into the whole controversial subject of patient registration and control of drugs within the pharmacy, both of which I feel must eventually come.

A patient medicament record card system can be introduced now. Indeed I feel it should be, for it is only by showing willingness to accept our undoubted professional responsibilities that we will be accepted as professional men and women, and not just another high street trader.

A fictitious example of the records Mr Dalglish keeps. The cards measure 4 x 6in.

CAMPBELL	MR A.	MAXWELLTON.
13.3.72.	Tabs Salupres x 60	One B.D.
30.3.72	Tabs Eraldin 100mg x 60	One B.D.
20.4.72.	Repeat 13/3/72.	
2.5.72	Repeat 30/3/72.	
1.6.72.	Tabs Kolantyl N.V. x 36 N.P.	Chew one T.I.D.

Scottish Executive

continued from p847

The Executive had received for comment the report of a Joint Group (appointed by the Standing Pharmaceutical, Medical and Nursing and Midwifery Advisory Committees) on Control of Medicines in Hospital Wards and Departments.

Publication of the report was welcomed and its content approved subject to a number of comments. It was regretted that no general practice pharmacist had been appointed to the group since recommendations concerning discharge and out-patients had important implications for such pharmacists.

Paragraph 2.6 did not acknowledge the deplorable practice whereby nurses supply to discharged patients tablets or capsules in envelopes bearing neither name nor instruction as to dose. It was noted that another (2.9) did refer to a part of the problem in relation to psychiatric patients.

Considerable confusion seemed to arise in interpretation of the Discharge and Prescription Sheet set out in Appendix A,

where it required statement of both strength and dose. In some cases the dose is commonly expressed as a number, e.g. 2 tablets or capsules and in other in the same terms as the strength e.g. milligrams or grammes. It was thought that it would have been less confusing to state the dose only. The Executive did not consider realistic, the implied recommendation of a 3-day supply of medicine to patients being discharged and it was noted that hospitals did not always comply with that limit.

It was agreed that a letter should be sent to the Scottish Home and Health Department approving the report with these reservations.

It was reported that the following four refresher courses for pharmacists would be provided in the session 1972/73 under the Public Health and Welfare (Provision of Instructions) Act. In pharmacology at Aberdeen, January/February 1973; Ayr, October/November 1972, and Glasgow February/March 1973. In microbiology at Dundee, October/November 1972.



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Photonotes

Colourvue photo albums

A series of colour photo albums introduced by Spicer-Hallfield are known as the Colourvue range.

There are four albums: the Colourvue Magnet (£2.36) which measures 13½ by 9½in, takes leaf size 13 by 9in and contains self-adhesive leaves which are peeled back to allow prints to be placed into position. The film is then smoothed over the print. The album's covers are in fine mottled leather grain effect plastic and are available in blue, red or fawn. The Colourvue Companion is available in suedette finish plastic covers and contains pvc pockets for inserting photographs. The two sizes available are 12in by 9in (£1.31) to hold 96 3½ by 5½in prints and 9 by 8in (£1.66) to take 96 3½ by 3½in. The Colourvue Collecta (£1.00) is a multi-purpose book suitable for either a photographic album or a scrap book. It is bound in red or brown suedette finish, measures 13 by 8in and contains 20 bound leaves for mounting with Photo Fixers (£0.13). The Colourvue Compact has an upright bound book appearance, index page, multi-ring lie-flat binding, pvc pockets for photographs and is available in two colours, red or blue. The two sizes are 11½ by 5in (£1.39) to take 96 3½ by 3½in prints and 11½ by 7in (£1.73) to take 96 3½in by 5½in prints. The albums are supplied in special counter display packs (Spicer-Hallfield Ltd, Banks Road, Had-denham, nr Aylesbury, Bucks).

Colourvue photo albums from Spicer-Hallfield are supplied in gaily coloured display outers



VAT and the retail pharmacist

Herbert Ferryman Ltd have just completed five seminars on value added tax in the Hampshire and Berkshire area. Over 500 retail pharmacists and assistants attended the seminars which discussed in detail all the relevant aspects of the tax. Mr Peter E. Cox FCA, (finance director) conducted the seminars. The next seminar is being held in association with Raimes Clark & Co Ltd at the Assembly Rooms in Edin-

burgh on December 6. It is expected that at least 1,000 pharmacists will have heard Mr Cox explain the scheme for retail pharmacists by the middle of December.

□ With well over 1,000 talks and seminars on VAT behind them, NCR's consultancy services team—manager Clifford Cockrill, David Bailey, Gil Stewart and John Brookman—are busily increasing their record. Currently, they are giving 150 presentations a month between them, in venues ranging from Inverness to Redruth in Cornwall—besides forays into Ulster and the Republic of Ireland.

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and Health Food Stores



MYLES OF PERTH LTD PERTH SCOTLAND

James Morison and his pills

unexpected musical interlude was pre-
tended during the lecture by Mr W. H.
Helfand, Paris, on "James Morison and
Pills".

Mr Helfand played a tape recording of
a song attributed to "Pilula Rhubarbus"
which referred to the claimed virtues of
Morison's pills.

James Morison used flamboyant methods
to advertise his pills in Great Britain,
Europe and America.

Active commercialisation of the pills
began in 1825 but development activity
in their formulation started several years
earlier around 1822 when six different
lengths were proposed. There is evidence
of his earliest attempts at formulation
to take place around 1816, when Morison
lived above the premises occupied by a firm
of druggists in Aberdeen. Later he con-
centrated on the commercial exploitation
of two products only, termed No. 1 and
No. 2. At a later date the pills were more
clearly defined as being a mild aperient
(No. 1) and a purgative (No. 2).

Constituents

Different investigators have attributed
a variety of constituents for the pills but it
is generally believed that they contained
rhubarb, colocynth, gamboge, rhubarb and
opium. Quality control was unknown; the
pills were uneven. Testifying at a trial
where Morison's pills were accused of
causing the cause of death, a chemist of
London, Mr Hume, noted that ten of
the larger pills in a box of the No. 1
length weighed 27 grains but that ten

of the smaller pills from the same box
weighed only 20 grains.

Recommended dosages varied greatly
in almost mathematical complexity usually
applying the theory "the more, the better".
In some conditions, alternate dosing with
No. 1 and No. 2 pills was recommended.
Sometimes the dosage to start called for
one or two pills but at other times, as in
asthma, the patient was directed to com-
mence with five pills on the first day. Often
the dosage recommended was high, the
general average being 15-20 pills per day.

One of Morison's agents was rather
severely fined for administering 1,000 pills
over a 20-day period to one John
McKenzie, who died. The agent, it was
duly reported, "paid the fine on the spot".

To Morison, the pills were a universal
vegetable medicine.

"James Morison," said Mr. Helfand,
"lived at a time when communications,
marketing, and advertising were altering
the social life of people and creating busi-
ness situations for those with an entrepre-
neurial approach to opportunity."

Once launched, the pills became a sub-
stantial success and Morison a rich man.
He appropriated a name "The Hygeist" to
distinguish himself from doctors.

He used promotion methods common
to other patent medicine merchants: in-
sistence on secrecy and the need to punish
imitators; the telling, in morbid detail,
of his personal medical history and the
failure of orthodox medical practice to
find a solution. He then offered to share
his discovery with others.

Morison chose to dwell on three aspects.
A single cause and a single cure for all
diseases, the ignorance and evil of mem-
bers of the medical profession and the
widespread and continual publication of
thousands and thousands of words to ex-
pound on the virtues of his pills.

Morison invented what might be termed
the Hygeian canon, that the blood controls
everything and all disease comes from
impurities in it. These must be purged
by vegetables and it is impossible to
purge too much. Morison forgot about
the phlegm, yellow bile and black bile.

After launching his pills in 1825, he
moved from Frith Street, Soho, and estab-
lished his business in Claremont Place,
Judd Street and three years later he moved
to Hamilton Place, New Road, across
from the present site of St. Pancras
Station, where he built an imposing build-
ing to which he gave the name, The
British College of Health. The College
remained at 33 Euston Road for almost
100 years. In its latter period, 1916-1928,
it was a Salvation Army shelter.

Testimonials

It was from that address, where the pills
were made, that he published tracts and
details of testimonials gathered by his
agents and from there he also carried out
his campaign against the doctors.

The physicians fought back and Thomas
Wakely who had founded *The Lancet* in
1823 was a leader in the fight.

There were several court cases recorded
before 1835 and many of them in 1835 and
1836 in which over-doses of the pill could
be directly attributed to the cause of death.
At one point, Wakely felt the Government
should do something about it, claiming
that Morison paid upwards of £7,000 a
year to the Government "for the 1½d.
stamps with which his boxes of trash are
plastered".

By the time Morison died in 1840 his
pills were on the market in the USA,
France, Germany and several smaller mar-
kets, in addition to Great Britain. The
second major media used by Morison in
addition to print was salesmen, or, as he
preferred to call them, agents. These were
laymen but in the 1850's chemists and
druggists did begin to stock and distribute
the pills. Each agent was given a specific
territory, they called on clients, advised on
treatments, stocked and supplied the pills
on demand.

According to one source, Morison made
£80,000 a year towards the end of his life
and he left a will amounting to approxi-
mately £500,000. Cruikshank found Mori-
son a ripe target for his incisive wit.
References to the pills appear in many
engravings, some of which are to be seen
at 17 Bloomsbury Square.



The FOX and the GOOSE.

A FOX there is who has such Knowledge
That his Dwelling House he calls a "COLLEGE"
And Goose Hack to him from all quarters
Bringing Wives & Sons & Daughters
He tells the Goose that their ills he's able
To cure with his Pills of Vegetable

And so Goose thinks he can good Luck!
For Cackle hath great Faith in "Quack!"
So he lives on Goose each day Sweeten,
His House is built on "Ganders Green."
His Carriage Wheels on "Goose Grease" turn.
He fat of Goose for oil doth burn.

He plucks their feathers for his Bed,
On Down of Goose he lays his head.
He gets his Goose & cke his Stuffing
By Cramping Goose with Pills & Puffing.
He writes his Pills with "Grey Goose quill."
Of "Goose-berry-fool" he has his Fill...

He makes Goose say his "COLLEGE" rent
And calls himself the "President" of it!

Another "COLLEGE" there is to be seen
Which may in New-man Street be seen.

And not in trifles over nice,
Tis he himself enacts the Vice!!!

And there two Foxes "Charles & John"
Carry the very same System on.

And tho' 'tis strange 'tis also true,
He is himself the "Members" too!!!

Market News

PRICES STEADY

London, November 29: Most prices in crude drugs held steady during the week despite a lack of buying interest. Exceptions in crude drugs were provided by benzoin (up £2 ton), cascara (up £40 ton), colocynth (down £15 ton) and pepper (down £15 ton). Most aromatic seeds showed a rise on the week.

Essential oils, where changed, were equally divided among rises and falls. Lower were anise, citronella and Chinese peppermint on the spot while those marked up included lemongrass and eucalyptus.

Pharmaceutical chemicals

Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88.20.

Benegride: BPC £16 kg.

Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
Codeine	£	
alkaloid	183.00	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	212.00	223.00
hydrochloride	194.00	203.00
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
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Papaverine: Hydrochloride 25-kg lots £17 kg.

Penitobarbitone: 50-kg lots £4.85 kg for acid and £5.15 for sodium.

Phemitone: 25-kg lots £4.24 kg.

Phenobarbitone: 50-kg lots £2.20 per kg; sodium £2.40.

Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Phthalylsulphathiazole: 50-kg lots £1.60.

Physostigmine: Sulphate £1.04 g.

Pilocarpine: 1-kg lots hydrochloride £95; nitrate £88.

Quinalbarbitone: Sodium and acid £5.35 kg for 25-kg lots.

Succinylsulphathiazole: 50-kg lots £2.40 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: 50-kg lots £2.79 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguandine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: in 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg lots £3.65 per kg.

Sulphanilamide: 50-kg lots £1.40 kg.

Sulphaquinoxaline: Sodium, B Vet C in 50-kg lots. £4.38 kg.

Sulphathiazole: 50-kg £1.83 kg.

Theophylline (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.56 kg.

Crude drugs

Benzoin: BPC £42 to £45 cwt spot; £37-£40, cif.

Camphor: BP natural powder £1.20 kg spot; £0.95, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamons: (Per lb cif) Alleppy greens No. 1, £1.00; prime seeds £0.95.

Cascara: Spot £490 metric ton; no cif offers.

Cassia: Lignea, whole £775, metric ton cif.

Ginger: (ton) Cochín, new crop £230, cif. Jamaican not quoted. Nigerian split £220 spot; £200, cif; peeled £320 spot; £310, cif. Sierra Leone, March-May £310, cif.

Menthol: (kg) Chinese spot £6.50; shipment £5.85, cif. Brazilian spot £3.90; shipment £3.85, cif.

Pepper: (ton) Sarawak black £365, cif; white £530, cif.

Seeds (ton) Anise: China star £175, duty paid; shipment £135, cif. **Caraway:** Dutch ex wharf not quoted. **Celery:** Indian £320; shipment £270, cif. **Coriander:** Moroccan £83, cif. **Cumin:** Indian, £325, cif. Chinese £300 metric ton, cif. **Dill:** Indian, for shipment £160, cif. **Fennel:** Indian £210, cif. Chinese £225 metric ton. **Fenugreek:** Moroccan £95, cif. **Mustard:** £60-£120 spot.

Waxes: (ton) Bees: Australian £640, cif. **Candella** £570 on spot, cif. **Carnauba** prime yellow, spot £710, £650, cif. fatty grey £410 and £355, cif.

Essential oils

Anise: Chinese £1.55 kg spot; £1.47, cif.

Bois de rose: £4.30 kg spot.

Citronella: Ceylon spot £1.15 kg; £1.05, cif. Chinese £1.30 spot; £1.22, cif.

Eucalyptus: Natural 80-85 per cent for shipment £0.73 kg, cif.

Lemongrass: Spot £2.50 kg; £2.30 cif.

Peppermint: (per kg) Arvensis Chinese, spot £3.00; Nov-Dec £2.75, cif. Brazilian £1.65 spot; Jan-Feb £1.60, cif American piperata from £1.60.

Coming events

Monday, December 4

Finchley Branch, Pharmaceutical Society, Barnet General Hospital, at 7.30 pm. Mr S. Charles on "Drug smuggling".

Harrow Branch, Pharmaceutical Society, Northwick Park Hospital, Harrow, at 8 pm. Mr I. S. Benjamin on "The Growth of Savory and Moore in the 19th Century".

Stockport Branch, Pharmaceutical Society, Alma Lodge Hotel, Stockport, at 8 pm. Members' evening: "Any questions?"

Tuesday, December 5

Barnsley Branch, National Pharmaceutical Union, The King George Hotel, Peel Street, Barnsley, at 8 pm. Mr D. Royce (NPU Executive Committee) on "VAT".

Doncaster Branch, Pharmaceutical Society, Doncaster Acorn Hotel, Bennethorpe, at 8 pm. Social evening.

Liverpool Branch, Pharmaceutical Society, Adelphi, Liverpool, at 8 pm. A family meeting for wives and friends. Mr C. J. Ellis on "Bird ringing and watching".

Northumbrian Branch, Pharmaceutical Society, Swallow Hotel, Newcastle upon Tyne, at 7.30 pm. Film: "Treatment for Parkinsonism".

Sheffield Branch, Pharmaceutical Society, Blood transfusion unit, Northern General Hospital, at 7.30 pm. Dr C. C. Bowley (director) on "Blood transfusion". Joint meeting with Sheffield Branch, Guild of Hospital Pharmacists.

Wednesday, December 6

Leeds Branch, Pharmaceutical Society, University of Leeds, at 7.30 pm. Joint meeting with Leeds division, British Medical Association.

Pharmaceutical Society, 17 Bloomsbury Square, London WC1, at 7 pm. Harrison memorial lecture, Mr C. A. Johnson (scientific director, British Pharmacopoeia Commission) on "The changing role of the pharmaceutical analyst".

Plymouth Branch, Pharmaceutical Society, Moorland Links Hotel, Yelverton, Plymouth, at 7 pm. Annual dinner and dance. Guest, The Lord Mayor, Councillor Luce.

Swansea and West Glamorgan Branch, Pharmaceutical Society, Postgraduate centre, Morriston Hospital, at 8 pm. "Open forum".

Worthing and West Sussex Branch, Pharmaceutical Society, Goring-by-Sea, Conservative Club, 51 Mulberry Lane, Goring-by-Sea, at 8 pm. Barn dance, ticket £0.75.

Yorkshire Branch, Guild of Hospital Pharmacists, Chancellor Wing, St James's Hospital, Leeds, at 7 pm. Mr K. Bonsor on "Christmas cheer".

Thursday, December 7

Chester Branch, Pharmaceutical Society, Grosvenor Hotel, Chester, at 8 pm. Mr N. G. Crossley on "The prescription pricing bureau".

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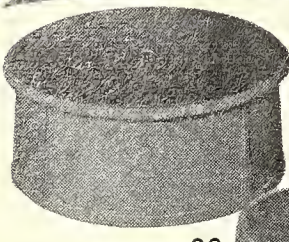
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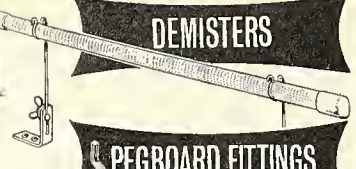
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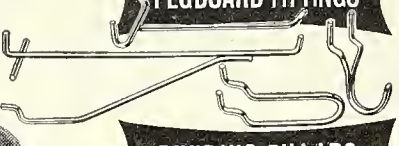
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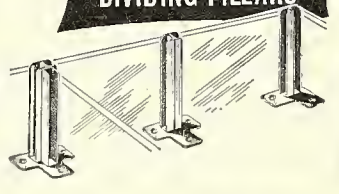
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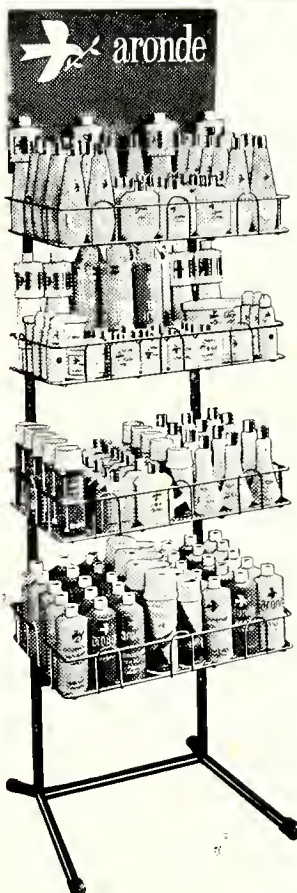
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